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PERIODICAL READING ROOM

Foreign Import Regulations Summarized

January 7, 1963

Business Bulletins *from around the world*

AFGHANISTAN—Agreement signed November 14 with USSR reportedly includes surveys for coal, iron ore, gold, lapis lazuli and beryl as part of Soviet technical assistance in support of Afghanistan's Second 5-Year Plan.

ALGERIA—As of January 1, newly established Central Bank of Algeria replaced present Bank of Algeria. New bank responsible for issuing currency, regulating money circulation, controlling and extending credit and supervising foreign exchange transactions.

INDONESIA—Implementing previous accords, 3 agreements have been signed between Government and Japanese consortium (Sunideco) to exploit nickel ore in Pomalaa, Sulawesi, on production-sharing basis. Japanese company to provide initial $1.35 million credit to purchase mining machinery, construct smelting plant, and be reimbursed in shares of ore produced. Production target for first year is 120,000 tons. Government estimates own foreign exchange earnings at about $600,000 annually when project fully operating.

IRELAND—Government announces global quota of 500 long tons covering imports of apples for January 15-February 28.

ITALY—Beer production continued upward trend in 1961-62, reaching 85.7 million gallons—up 25% from preceding year. Further increase expected in 1962-63 as per capita consumption continues rising. Imported beers—primarily German and Dutch—comprise only about 3% of beer consumption in Italy. Expanding outlet—mostly among tourists and foreign visitors—has resulted in increased beer imports.

Young & Rubicam, New York advertising agency, opens branch office in Milan, its first in Italy. It will have no Italian partner or associates.

KENYA—$1,400,000 survey reportedly planned to initially determine possibilities for irrigation in 10% of some 3 million acres of Lower Tana River Basin. Three-year survey to begin by mid-March 1963 and be financed by United Nations Special Fund and Government of Kenya.

NETHERLANDS—Joseph T. Ryerson & Sons, Inc., of Chicago, subsidiary of Inland Steel Corporation, establishes joint steel wholesale company in Vreeswijk with Ijzerhandel der Vliet en De Jonge.

Vredestein Tire Co., in which B. F. Goodrich owns 21% interest, to expand plant to set up new truck-tire production line.

NIGERIA—Near-record 1962-63 cotton production of 270,000 bales (400 lbs. per bale) expected as result of exceptional rains.

PAKISTAN—Policy Board for Heavy Industry accepts proposal of Mack Trucks, Incorporated, for establishment of truck plant in Pakistan. Project to be joint venture, with American firm contributing capital and technical know-how. Plant, to cost about $5 million including almost $3 million in foreign exchange, will have annual capacity of 2,000 vehicles.

$2.1 million dyestuff factory, jointly sponsored by Pakistani and French concerns, to be completed shortly. Factory to produce 110 tons of dyes annually.

SENEGAL—Steel plant with 35,000 metric ton output to be built in 1964 by Government and French firm, Compagnie Metallurgique et Miniere. Raw materials to be scrap (now exported to Japan and Italy) and possibly iron ore from Mauritanian mines due to start production in 1965.

SUDAN—Government allocates £300,000 ($867,000) for construction of pavilion at 1964 New York World Fair.

Sudan Airways establishing voice communications system at all airports. System scheduled for June 1963 completion, to be tied in with airports at Asmara, Addis Ababa, Nairobi, Aden, Luxor, Cairo, Beirut, and possibly others. Equipment being supplied by French, British, German and American (RCA) firms.

SWITZERLAND—Ateliers des Charmilles S.A. of Geneva to supply 4 free-jet turbines, each developing 112,000 horsepower, for Indian government. Charmilles Engineering Works also to specially design highly sensitive inlet, shut-off, and regulating devices for these turbines. Plant to be used in Koyna Hydro-Electric Power Project, now under construction.

TAIWAN—Cellophane production to begin in Taiwan for first time in early 1963, using machinery and equipment imported from U.S. Operating at full capacity, daily output to reach about 2 tons, deemed sufficient to displace $600,000 in annual cellophane imports and create small surplus for export.

THAILAND—Malaya Airways, Thai Airways International, and Hong Kong's Cathay Pacific Airways to pool facilities and give wider selection of connecting and direct flights on Kuala Lampur-Singapore-Bangkok-Hong Kong route. Agreement, effective in early 1963, is in lieu of previously announced plan to form Association of Southeast Asia (ASA) Airline (see *International Commerce*, November 26) and is step towards integration of the area's transportation facilities.

UGANDA — Gutehoffnungshuette Co. (GHH) of Oberhausen, Germany, announces financing of $11,900,000 sugar-cane crushing plant at Sangs Bay. Completed plant reportedly to have crushing capacity of 2,500 tons per day, and first of 3 stages to be finished by June 1964, giving plant initial daily capacity of 500 tons.

YUGOSLAVIA — "Invest-Import," local firm, and British consortium MEECO sign $78.4 million loan-agreement on Skopje steel works. Annual capacity of 600,000 tons finally settled on, but many buildings constructed so that expansion to 1 million tons capacity Yugoslavs hope to achieve can easily be undertaken at future date. Mill's first stage (300,000 tons) slated for 1965 completion.

DEPOSITED BY THE
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About the cover

Interested in doing business in France? A practical way to succeed is to use the free services of the upcoming U.S. consumer goods trade mission, scheduled to arrive in France in late spring. The Department of Commerce is inviting business proposals and is looking for 5 qualified businessmen to serve on the trade team. Story on page 2. Photo taken at recent Home Appliance and Household Goods Exposition in France.

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Automated tools move to export front ranks

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago—The plan had raced the tile red horizon, streaking all the way just slightly ahead of sunset and dusk on the 6,000 mile non-stop journey from the Frankfort Rhein-Main airport to O'Hare Field, departing the German plains in the late afternoon to arrive still in daylight 2 hours later by the clock, or 9 hours in flight, on the wide expanse to the northwest of the Loop.

In the little alcove the airline provided for the purpose a small group of American travellers had passed away the time with good Rhine wine, the product of a few centuries of knowledge in brewing malts and grain, as well as the moistures of a half dozen other lands.

Somewhere over Iceland we met Bill Seinwill, a quiet, soft-spoken representative of the Ingersoll Milling Machine Co., who with Jim Holtey was returning to Rockford, Ill., after some months setting up machinery valued at a little less than $5 million for the Opel automobile plants.

"We compete," he said. "United States products are more advanced in automation. This country produces tools as automated as a trip to the moon and as reliable as the North Star."

As overseas ambassadors of commercial good will, United States machine tool builders have mirrored an image of excellence as trustworthy as diamonds and Renoir paintings that has brushed onto consumer goods. The stubborn, icicle-eyed salesmen of this highly developed, precision-built industry, who cover the earth like the music of Richard Rogers, have, maybe more than anyone else, sent people in other lands ogling in admiration at crates stamped and stenciled "Made in U.S.A."

"We engineer from beginning to end," continued Seinwell. "The United States is experienced in making special tools for single purposes to make more gizlets. Especially in motor car manufacturing, when it's the number of parts per hour that's counted, we outperform minute by precious minute."

"Sometimes we even beat other nations on price. Right now we beat them on delivery, which isn't so happy as this means they're busier than we are, but mainly it's rigidity of construction, technological experience and, through this knowledge, products that develop a freedom from operating trouble."

Four years ago only a little more than 10% of United States machine tool output went abroad. Today one-third goes into export as this industry, driving deftly and decisively into production plants of the world, has become one of the United States front runners in international commerce in a twinkling of time.

You get the feeling that competing on machine tools inside the German border is like asking for Lowenbrau in Milwaukee, or smuggling pearls into Japan, but in the spanking new factories where mark conscious production men meet engineers and designers from a dozen countries, blueprints and drawings spread wide and with difficulties as high as the Bavarian Alps, tough, hard-minded international machine tool men keep United States products in contention.

As Bill Seinwill of Ingersoll Milling Machine says, "We compete."

5 openings left on 1st consumer goods trade team

Group to visit France from May 4 to June 6; wide knowledge needed

The first U.S. Trade Mission specializing in consumer goods will explore France's burgeoning consumer market for American businessmen this spring.

The Mission will spend the 4½ weeks between May 4 and June 6 gathering business opportunities from France's chief commercial centers.

There are openings for 5 qualified American businessmen to join the Mission in gaining a firsthand knowledge of consumer preferences in the booming French economy.

In its fourth year of unbroken economic upsurge and with comfortable foreign exchange reserves, France continues to offer excellent possibilities as a customer for American goods. Trade liberalization measures in France have been extended to virtually all manufactured goods originating in and coming from the U.S.

Rising living standards and consumer demand offer new prospects in the consumer goods field, heretofore given little attention by U.S. exporters. French department store buyers report a strong demand for competitively priced U.S. consumer products.

There are now about 1,000 supermarkets in France, and approximately 3,000 more are expected to be built in the next 4 years.

Businessmen wishing to serve on the Mission are invited to write to the Director of the Trade Mission Program, U.S. Department of Commerce Field Office.

Qualifications

Mission members must be well acquainted with the newest U.S. developments in the consumer goods field and be able to discuss U.S. sources of supply, marketing channels, quality, style, design, packaging, delivery time and effective merchandising techniques.

The 5 businessmen selected must be familiar with the widest possible variety of consumer goods and, collectively, particularly qualified in the following fields:

- "Do-It-Yourself" tools and equipment and related hardware;

- garden tools; sporting, camping and picnicking equipment;
- lightweight luggage;
- toys, games, and dolls;
- hobbycraft;
- boats, outboard motors and towing equipment;
- household appliances and gadgets;
- household tableware and utensils of pottery, metals, and plastics;
- men's and women's casual and sportswear and belts, bags, and other plastic accessories;
- popular priced lingerie;
- amateur photographic and movie equipment.

Additionally, the Mission must include experience in foreign trade practices, customs details, documentation, financing international trading ventures, international credit facilities and procedures.

U.S., Luxembourg sign convention on double taxation

Agreement will apply only to Federal taxes; Senate must ratify

Secretary of State Dean Rusk and His Excellency Georges Heisbourg, Luxembourg Ambassador, have signed a convention for the avoidance of double taxation of income, prevention of fiscal evasion, and promotion of trade and investment between the 2 nations.

So far as the U.S. is concerned, the convention applies only with respect to Federal taxes. It does not apply to the imposition of taxes by the several States, or the District of Columbia, except that Article XX (3) contains the national-treatment provision that citizens of one of the countries shall not, while residents of the other country, be subject to other or more burdensome taxes (national, State, communal, or municipal) than are the citizens of such other country who are residents of its territory.

The convention will be brought into force by the exchange of instruments of ratification. Upon entry into force, it will be effective for taxable years beginning on or after January 1 of the year in which the exchange takes place. The convention will be submitted to the U.S. Senate for advice and consent to ratification.

Unlock the door to France's robust consumer market by answering 6 easy questions

First consumer goods Trade Mission will provide you with free access to commercial opportunities throughout France

Businessmen can use the free services of the first U.S. Trade Mission to specialize in consumer goods through the Business Proposal (BP) service offered by the Department of Commerce's Trade Mission Program. The Mission is scheduled to arrive in France during the Spring of 1963.

If you have a product or service to sell, if you are looking for an agent or distributor, or if there is any other kind of business arrangement you wish to explore in France, simply write a letter to the Director, U.S. Trade Mission to France, Department of Commerce, Washington 25, D.C. or to any of the Commerce Field Offices.

Business Proposals will be printed in booklet form and distributed to the French business community before the Mission's arrival. These booklets will contain your proposal, not your firm's name and address, which will be discussed with interested parties by the Mission members during their visit to France.

The Mission Director will notify you which French firms were interested in your proposal(s) so you can follow up these initial contacts.

To submit a Business Proposal, please answer all of the following 6 groups of questions on company letterhead and submit them, together with a carbon copy, to Director, U.S. Trade Mission to France, Trade Missions Program, U.S. Department of Commerce, Washington 25, D.C. Business Proposals for France must be received in Washington by March 15, 1963.

❶ What product or service do you wish to sell (provide) or purchase (offer)?

❷ Do you wish to export directly? Do you wish to appoint an agent? If you are interested in appointing an agent, please describe the type of agency arrangements you desire and whether this agent will be your exclusive representative in the country or region. (Note: The Trade Mission will not endeavor to locate a substitute for an exclusive agent.)

❸ Do you wish to import for your own account or act as an agent?

❹ Are you interested in a direct investment or joint venture? If so, describe your proposition briefly, including whether your contribution will consist of one or more of the following: materials and equipment; know-how and services; capital.

❺ Are you interested in licensing a qualified firm to manufacture your product abroad? If so, provide a brief description of the agreement desired.

❻ What type of company is best qualified to transact your business?

Support your Business Proposal with such information and enclosures as are necessary to make the most effective selling approach. This may consist of data regarding the size and scope of your firm, credit references, catalog pages, prices or other information describing your product or service. You may wish to mention firms you are presently doing business with in the country to be visited. Price information should include CIF quotations, if possible.

If you represent several firms, you may find it advantageous to submit a separate business proposal for each client.

If your firm offers a wide variety of products, summarize them by commodity group in the business proposal letter.

As these business proposals must be shipped abroad and transported by the Mission throughout the country visited, please limit your enclosures to a minimum. You can furnish additional material when the Trade Mission advises you of a contact established.

COCA-COLA PLANTS IN ITALY

Italy will open 5 new Coca-Cola plants in 1963, located at Reggio Calabria, Cagliari, Palermo, Terni, and Biella. Coca-Cola bottling plants now in operation total 26.

Machine tool trade mission to Japan finds great potential market for U.S. products

Members stress need to inform Japanese on all phases of product development and availability of financing; European manufacturers make significant sales inroads

The 1962 U.S. Machinery Trade Mission was the first thoroughly specialized mission to Japan. The Mission travelled extensively in its search for U.S. trade opportunities, visiting 3 of the 4 major home islands and 13 major industrial cities. The group also investigated Okinawa's potential as a market for U.S. machinery products.

In addition to receiving approximately 350 inquiries concerning the 285 business proposals transmitted in advance to Japanese business leaders, individual Mission members visited 90 factories, plants and shipyards, permitting them to examine and discuss plant facilities and planned expansion programs with Japanese industrialists.

Discussions confirmed that there is an expanding market in Japan for American machine tool technology, for the new products of the American machine tool industry, and particularly for the adaptability of numerically controlled machine tools in the medium and smaller Japanese plants. This is particularly so now that Japan is beginning to face a labor shortage and will have to devote more attention to higher unit productivity. Japan's economic and industrial expansion, the modernization of plants and equipment, and the active drive for export expansion are all important factors in the Japanese market for tools.

Medium and smaller size American firms not included in the 12,000 American firms now engaged in the export market should become increasingly aware of the Japanese market's potential not only in machine tools but in other commodities as well.

Japan's machine tool industry has developed greatly in recent years. The quality of materials used and the finished product have made considerable strides. The Osaka, Nagoya, and Tobata Machine Tool Expositions, the plant visits, and Japanese Government production statistics demonstrated that the industry is large, modern, capable, and a force to be reckoned with in world machine tool trade.

Mission Members

Roy L. Morgan, Trade Mission Leader, Director of Feld Services, Department of Commerce.

Thomas R. Rudel, President, Rudel Machinery Co., New York, N.Y.

Ralph J. Kraut, President and General Manager, Giddings and Lewis Machine Tool Company, Fond du Lac, Wis.

H. H. Whittingham, formerly President and General Manager, Long Manufacturing Division of Borg-Warner Corporation, Detroit, Mich.

Everett F. Zurn, President, Zurn Industries, Inc., Erie, Pa.

Alan Stubbs, Vice President and General Sales Manager, Bryant Chucking Grinder Company, Springfield, Vt.

Irving Kramer, Deputy Director of Mission, Director, General International Activities Staff, Business and Defense Services Administration, Department of Commerce.

Many of the standard type machine tools are quite competitive in all respects with American products. The reliability of more precise or specialized Japanese automatic machine tools were still inferior to comparable American tools, according to Japanese engineers and plant directors. Most of the Japanese output of machine tools goes to Japanese plants. Japan exported only 3% of her machine tool production in 1961.

However, the Japanese Machine Tool Industry is looking toward a substantial enlargement of exports and is seeking "joint-venture" agreements with well known U.S. firms to give the export drive impetus. The Mission estimates that the physical output of the Japanese Machine Tool Industry is approximately 75% of U.S. output in the metal cutting tool categories.

The Mission feels that American machine tools clearly have an excellent market in Japan if suppliers emphasize their greater productivity, quality and reliability; can deliver within reasonably short periods; and can help the Japanese arrange more favorable financing than has been available from European sources. This can be done with the proper cooperation between private business, which will have to exert better salesmanship efforts, and government, which will have to maximize the use of recent improvements in Export-Import Bank financing.

Sales prospects

Contacts made by Mission members in Japan resulted in the following significant sales prospects:

❶ A potential sale of approximately $1.6 million worth of specialized production machinery.

❷ Requests for guidance, including suggested names and prices of tools for retooling a Japanese machinery plant.

❸ A request for guidance, including suggested names of tools and prices, for the partial tooling of an automobile parts plant.

❹ Potential sales, including specifically named tools, for new production at another automobile plant. Estimated total value of these potential orders is in the magnitude of $3 million.

❺ A specific request for machine tools, including names and prices, for retooling of a Japanese plant making small tools.

❻ Prospects for the replacement of machine tools and equipment in a steel mill.

❼ A potential sale of tools for the expansion program at a large agricultural equipment plant.

❽ An expressed interest in U.S. machine tools and special controls at the plant of a general machine tool producer.

❾ A specific inquiry from a Japanese machine tool builder for a high production automated large machine tool valued at over $100,000.

Because the Mission was neither authorized nor qualified to conclude firm

orders, these commitments will depend upon:

- Very definite, strong and immediate salesmanship follow-up by the American firms involved as producers or suppliers of the requested items; and
- Positive and expeditious arrangements for favorable financing by the Export-Import Bank and other lending agencies which may be involved.

These potentials alone are estimated at approximately $12 million. Mission members feel that definite action by U.S. producers and the U.S. Government will assure sale of this equipment. More importantly, it is felt that the personalized approach used by this Mission could be an important factor contributing to much greater future American machine tool sales.

In addition to the direct sales approach undertaken by the Mission and the consultations on business proposals, the Mission did its utmost to satisfy the recurring Japanese inquiry for more information on U.S. machine tools and related products.

One of the most successful approaches, in addition to the direct discussions at plants and Chambers of Commerce, were the special arrangements made by the U.S. Embassy in Tokyo for a series of technical talks at Sophia University by Mission members. These talks on the technology, economics, and use of machine tools were given to audiences of Japanese business and industrial leaders, as well as the students and faculty of the new science and engineering school. Audiences averaged 200 persons at each talk.

Recommendations

The Mission received numerous inquiries for more extensive information on the latest U.S. developments in the machine tools industry, and observed that in some areas there was a significant lack of information available on new machines, new programming techniques and applications and, particularly, on the use of numerical control equipment.

A combined effort by American firms, their Japanese representatives, the U.S. Department of Commerce, the machine tool associations, and the U.S. Embassy and various Consulates will be necessary to fill this information gap.

The Mission plans an extensive series of conferences throughout the U.S. during January and February, to apprise the leaders of the American industry of the need for more extensive information and to concentrate on selling in the Japanese market. This will be only a part of the necessary educational campaign on the tremendous potential of the Japanese market.

TRADE TALK: Roy L. Morgan, Director of the Trade Mission to Japan, jots down business proposals during a discussion with 3 young Japanese businessmen at the U.S. Trade Information Center in Osaka.

From observations during plant visits, based on the numbers of newly purchased machine tools it appears that European machine tool builders and their representatives have made significant sales in Japan. If this is indeed a superior promotional effort beyond that by American machine tool representatives it may be attributable, in part, to such practices as (a) the German machine tool industry invitation to Japanese firms to send engineers to study and work in Germany (and consequently sell themselves on German machine tools) and (b) limited sales at token prices, of machine tools to the new Engineering and Science Faculty of Sophia University.

Briefing on Japan

Businessmen interested in discussing the results of the Machine Tool Trade Mission to Japan can attend the all-day Businessmen's Conference of the full Mission at the Sheraton-Cleveland Hotel in Cleveland, Ohio, on January 22.

The Trade Mission recommends that:

❶ The Department of Commerce advise and guide the smaller and medium size U.S. firms on the opportunities in the Japanese market;

❷ The Embassy, in providing guidance on American products and American financing to smaller and medium Japanese firms, make the utmost use of the Trade Center shortly to be opened in Tokyo. The Department of Commerce should also explore with specific American firms, as well as the machine tool builders associations, the use of demonstration equipment, particularly in numerical controls, and the use of films on the latest American technology.

❸ That individual American firms be encouraged to send specialists to the Trade Center for brief periods, to act as information officers on particular products and serve as salesmen for those products stressing the economics of U.S. machine tools;

❹ That American businessmen be made aware of the facilities available at the U.S. Embassy in Tokyo, and that every effort be made to encourage them to use these facilities for establishing initial contact and subsequent follow-up in their negotiations with Japanese business interests.

Japanese businessmen showed great interest in the latest available American financing now provided by the Export-Import Bank, and the Mission feels that a more intensive and continuous effort to disseminate information on financing and guarantee insurance should be undertaken by the U.S. Government.

The traditional position of the trading companies in the Japanese economy is an important factor in the sale of American products, although few of them engage in the type of sales campaigns and techniques usually utilized by American

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ALAN STUBBS

companies. Consequently, the Mission considers it important that American firms select their Japanese representatives as carefully as they select their own personnel.

The Japanese trading company should be chosen on the basis of its:

- Knowledge of both Japanese and American customs and business practices.
- Familiarity with Japanese industry.
- An understanding of manufacturing technology and business economics.
- Aggressive sales promotion.

The American supplier should make particular efforts to increase direct contacts with the Japanese buyer.

The consistent repetition of questions regarding American products and financing from Japanese users indicate that there are either inadequate communications from the American manufacturers to their Japanese representatives, or from the representatives to Japanese industry. This may be due to initial failure to transmit the required information or failure of either party to follow-up; all the more reason for more direct contact between buyer and seller.

The Mission also recommended that Embassy and Consular officers again visit each of the plants visited by a Mission member to make sure they had received all the information they had asked for and to determine if there were any further services which the Embassy and Consulates could provide.

One potentially significant means of increasing the knowledge and appreciation of American technology and machine tool economics (as well as other products) is to invite young Japanese engineers to spend a sufficient time in U.S. plants and encourage them to take graduate work in American technical universities. This has been done on a large scale by certain British and German firms and to a lesser extent by a few American firms and, as noted above, the results were obvious when one noted the origin of machine tools in plants visited by the Mission. In many instances, Japanese engineers had become familiar with German and British machine tools, and consequently tended to recommend purchase of such tools to their superiors.

Increasing efforts should be made to encourage Japanese firms to send their engineers for training and work in the U.S.

Licensing agreements and joint ventures with Japanese firms have not developed as rapidly as possible nor have the licensing terms been as favorable as the Mission felt was desirable, because of the Japanese Government's foreign exchange restrictions and screening requirements.

Joint ventures could provide definite benefits to both Japanese and American firms if American firms were able to make satisfactory arrangements directly with Japanese firms, without the Japanese Government regulations requiring its approval for the remittance of earnings and the repatriation of capital.

All parties involved with this Trade Mission, including many Japanese industrialists and some Government officials, said that the recent trade liberalization by the Japanese Government, although a welcome step towards less restrictive trade, left many machine tools on the restrictive "negative list."

Japanese import duties are protective, and despite the reduction from 15 to 10% on certain machine tools the concurrent increase from 15 to 25% on other tools effectively limited the Japanese import of several categories of important American machine tools which could be of significant benefit to the Japanese industrial economy.

In discussions with MITI and leading Japanese businessmen, this point was stressed and their assistance was solicited in an effort to eliminate the negative list.

Viet-Nam keeps tabs on foreign firms' agents

Viet-Nam's Directorate General of Commerce (DGC) in a recent directive required local agents of foreign suppliers to register with the DGC before Jan. 1, 1963.

Agents were required to furnish lists of foreign firms they represent in each of 18 import categories (FOREIGN COMMERCE WEEKLY, May 30, 1960, p. 13), to provide notarized copies of the powers of attorney which permit them to act as agents, and to render pro forma invoices. In addition, from Jan. 1, 1963 each pro forma invoice made out by the agent must carry his seal and the name of the person delivering the invoice.

These provisions, many of which existed formerly, are designed to regulate the practices of local agents of foreign firms, some of whom have been applying for import licenses without investigating the suppliers, the quality of the merchandise sold, or the sale terms.

Israel eases licensing of electrical, other imports

Israel's Ministry of Commerce and Industry has released a list of 22 items including electrical appliances and tools for which import licenses are to be freely granted in the future. This action, part of the Government's program of encouraging domestic industry to become more competitive in world markets, is likely to be a gradual one and licenses for these products may be issued rather slowly at first.

In the past, licenses for electrical appliances and tools have been granted very rarely.

Also included on the list are: shellac, linseed oil, sewing machines for domestic use, starches except potato starch, soups, duplex cartons, medical cotton wool, enamel household utensils, spools for winding yarn, protective industrial gloves, machinery belting, phenol formaldehyde powder, electric ceramics, gas fittings, a wide variety of hand tools, electric food-preparing appliances, electric heating and drying stoves, electric kettles and gas stoves.

ITALIAN PORT COMMERCE

Italian port commerce in the first 8 months of 1962 totaled 85.9 million metric tons, it is reported, up 15.6% from 1961. Coastwise commerce totaled 26.5 million tons. E.N.F.I. consultants estimate total 1962 port commerce at 130 million metric tons.

Business prophets see neither boom nor gloom for '63

U.S. Chamber of Commerce panel scrutinizes first-half portents

A "good—but not a boom year" lies ahead for 1963, panel members predicted at the recent U.S. Chamber of Commerce's Business Outlook Conference, First Half-1963, meeting at the national Chamber building in Washington, D.C.

With authorities from the fields of automobiles, construction, capital goods, steel, and banking participating, Ladd Plumley, president of the Chamber and of the State Mutual Life Assurance Co. of America, summed up the general outlook as a mixed one which may be changed for better or worse by a variety of factors.

Fiscal, monetary

The roles assigned to monetary policy, Federal spending, tax policy, and debt management were assessed by Dr. Leslie Peacock, senior economist, American Bankers Association. The U.S. balance-of-payments position, he said, "argues persuasively against any further easing in monetary policy as an economic stimulant, and emphasis on devising long-range growth stimulants also suggests that attention will be centered . . . primarily on non-monetary factors." Tax reduction, he observed, will almost certainly "have to be stretched out over . . . at least 2 years," with its impact "concentrated largely in the 1964 fiscal year."

A rise in Government spending of not more than $3 or $4 billion was held probable by Dr. Peacock. He called such a rise "large" from several points of view, but "small in relation to a $554-billion economy" and likely to have only "nominal" stimulating effects.

Capital goods

More than $38 billion will be spent on new plant and equipment in 1963, Irwin H. Such, vice president–editorial, the Penton Publishing Co., predicted. This expansion, he said, will reflect: more intense competition at home and abroad; more favorable depreciation guidelines, the 7% investment tax credit "and the projected 1963 Federal income tax cut"; and anticipated record-breaking gross national product and industrial production levels, with the metalworking industry (over 40% of all industry) looking to "sales of $174 billion, up 5% from $166 billion in 1962."

LADD PLUMLEY

Steel: delayed rise

An end-of-the-year rising trend in steel "which should carry on into 1964" was the prospect outlined by William P. Carlin, director of economics, research and planning, Republic Steel Corporation. He predicated this on his expectation of a "rather rapid" improvement in the fourth-quarter general business situation.

Construction

Entitling his presentation "All Bets Are Off!", David K. Gillogly, associate economics director of the National Association of Home Builders said that considerable uncertainty was caused by a combination of factors including "Cuba, India, the November elections, the Executive Order [against racial discrimination in] housing, the shifting prospects of a tax cut, revision of depreciation guidelines, and tax investment credits. . . ." He foresaw "mild weakness in the economy through at least mid-year and with the likelihood that any pickup after that will be relatively slow."

Autos up

". . . the rate of (automobile) sales for the first 10 days of . . . November is better than that of any similar period including the introduction of the record-breaking 1955 model," reported Paul Herzog, National Automobile Dealers Association research director, in a statement presented in his absence by John Conley, NADA public relations director.

". . . As of Oct. 31, 1962, days supply of automobiles in the hands of franchised new car dealers was 27. This compares to 32 days supply of one year ago. . . .

"Of total sales during the year for 1963, we believe new car sales in the U.S. will total 6.9 million units, very slightly above the 6.85 million we anticipate for 1962. Of this number, 30% will be compact or so-called compact vehicles and approximately 4.5% imported automobiles."

EEC Commission clarifying anti-cartel regulations

Details of draft directives clarifying the application of Common Market anti-cartel regulations to exclusive dealerships and patent licensing agreements have been announced by the Commission of the European Economic Community.

Two directives outline the types of exclusive distribution agreements which would be considered compatible with the anti-cartel provisions of the Rome Treaty. Two others deal with certain patent licensing agreements.

Translation

Complete texts of the proposed directives were published in the *Journal Officiel des Communautes Europeenes* on Nov. 9 and 13, 1962. An unofficial English translation may be obtained from the European Division, Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

BONN FREES BANANA PUREE

Banana puree, classified under foreign trade statistical code number 2006 79, was liberalized on January 1 for importation into the Federal Republic of Germany and West Berlin. The action was announced by the Federal Ministry for Food, Agriculture and Forestry, according to the U.S. Embassy in Bonn.

LEBANON: STATUS OF CHICKS

Live and slaughtered chickens are now on Lebanon's prior-import-license list. Exempted are live selected chickens for improving the species (still under Ministry of Agriculture supervision) and chicks of all kinds, provided they are "one-day chicks."

Foreign import and exchange permit regulations summarized for international traders

License requirements can be vital consideration in any export market analysis; Field Offices can provide specific data

Assessing the salability of U.S. products in overseas markets involves many of the same problems encountered in domestic business. In both cases the determination of certain essential facts —size of market, purchasing power, and local tastes—is called for.

However additional factors, normally of a secondary nature but varying in importance from country to country, must be considered in any export market analysis. Foreign governmental control of imports is one of the most important of these. Devices employed include tariffs, import-license and quota restrictions, foreign exchange controls, and patent or trademark laws and regulations.

The following summary of the import and exchange permit requirements in most countries has been prepared in the Office of Regional Economics, Bureau of International Comerce. A summary of foreign patent laws was published in INTERNATIONAL COMMERCE on November 26, 1962, and a similar summary of tariff systems is scheduled to appear in a subsequent issue.

Many countries do not permit import of foreign goods without import licenses, which must be obtained by the buyer. Required by the importing country for shipment of stipulated quantities of specified goods, such licenses are imposed largely to control the flow of trade for balance-of-payments reasons.

Generally required

Permits generally are required for each shipment of a commodity unless an open general license system is in effect, in which case this customarily means that no specific license is needed for individual imports.

Quotas may be used in conjunction with import licenses, restricting imports to a definite quantity of certain classes of goods for a specified period. Quotas usually are allocated to individual countries or groups of countries, or a global quota may be set up on a first-come-first-served basis.

Many countries require the importer to obtain an exchange permit for foreign currency to pay for the import. In individual countries foreign exchange control takes the place of import licenses.

Regulations may be imposed to conserve exchange for the purchase of those imports which are deemed essential, or to apportion available supplies of exchange among importers. The Government assumes control over all foreign exchange arising from the country's exports, with the power to release it to importers desiring foreign means of payment for imports.

Automatic foreign exchange

In cases where both import licenses and exchange permits are called for, some countries provide for the automatic release of the necessary foreign exchange upon the granting of the import license.

The import license must sometimes be granted before the order for goods is placed, and the exchange permit, when required, must also be obtained before the importers can make payment. Therefore U.S. exporters are urged to make certain before shipping that the foreign importer has obtained the required permit, and they should insist on being furnished the identifying number or symbol of the permit.

The regulations listed below apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars. They update a tabulation of world import and exchange permit requirements published in INTERNATIONAL COMMERCE on July 2, 1962.

More detailed information on licensing and exchange controls may be obtained from the Field Offices of the U.S. Department of Commerce. The "Licensing and Exchange Controls" title in the Department's Overseas Business Reports (formerly World Trade Information Service) publications gives detailed reports for more than 60 separate countries; there is a nominal charge. A list of available titles was printed in INTERNATIONAL COMMERCE on November 19, 1962. Copies of the publications checklist and of the individual reports may be obtained through the Field Offices.

AFRICA

ALGERIA—Import license necessary, but only for a limited number of products specifically enumerated which are subject to quantitative import restrictions. All other products may enter under a simplified procedure. Customs authorities will allow imports of such products upon presentation by the importer of a customs declaration, supported by an invoice or commercial contract. Exchange permit not required.

BRITISH COLONIES not specified elsewhere, including Gambia, Kenya, and Zanzibar—Import license not necessary, except for certain items not under open general license. Exchange permit required, but import license assures release of necessary foreign exchange.

BURUNDI—Import license necessary, which carries the right to foreign exchange for goods considered essential to the country's economy. Import licenses granted for other goods do not include an official allocation of exchange.

CAMEROON—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CENTRAL AFRICAN REPUBLIC—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CHAD—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CONGO (Brazzaville), REPUBLIC OF—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CONGO (Leopoldville), REPUBLIC OF THE—Import license necessary. Normally import licenses also are authorizations for payment in foreign exchange. Exceptions are *sans paiement* licenses which are issued to importers with access to foreign exchange outside the Congo.

DAHOMEY—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

ETHIOPIA—No import license necessary. Exchange permit required.

FRENCH SOMALILAND—No import license necessary. Exchange permit not required.

GABON—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

GHANA—Import license required, except for single copies of books and periodicals, samples, personal or household effects, certain gifts and articles for reimportation. Special permit not required, but application for foreign exchange must have the approval of the Bank of Ghana or an authorized dealer.

GUINEA, REPUBLIC OF—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

IVORY COAST—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

LIBERIA—Import license not necessary except for arms, ammunition, used clothing, pharmaceuticals, and rice. Exchange permit not required.

LIBYA—Import license necessary for a limited list including processed foodstuffs, motion picture films, ice cream, transport vehicles, and locally manufactured items. However, all other imports may be imported under open general license. Exchange permit required. Exchange permits required for authorized imports are readily granted by the authorized banks, provided there is a firm contract and any necessary import license has been obtained.

MALAGASY REPUBLIC—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

MALI—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

MAURITANIA—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

MOROCCO—Import license necessary; a deposit of 25% of the invoice value of imports must be made in advance by importer. Validity of import licenses: 6 months. Exchange permit required, but import license carries right to foreign exchange.

NIGER—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

NIGERIA—Import license necessary, but about 95% of all goods are permitted under open general license. Exchange permit required, but import license generally assures release of foreign exchange.

PORTUGUESE OVERSEAS PROVINCES—Import license necessary. Exchange permit required, but, in Angola, import license carries with it authorization to obtain foreign exchange needed for payment of goods to which license pertains.

RHODESIA AND NYASALAND, FEDERATION OF—Import license necessary, but all goods are importable freely under open general license. Exchange permit required, but import license carries right to foreign exchange.

RWANDA—Import license necessary, which carries right to foreign exchange for goods considered essential to the country's economy. Import licenses granted for other goods do not include an official allocation of exchange.

SENEGAL—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

SIERRA LEONE—Import license necessary, but only commodities such as cattle, firearms, and explosives are not imported under an open general license, Exchange permit required, but import license assures release of necessary foreign exchange.

SOMALI REPUBLIC—Import license necessary. Exchange permit required.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territories of BASUTOLAND, BECHUANALAND and SWAZILAND—Import license necessary. Except for goods on the free list and exempted list, most consumer goods are licensed on basis of exchange quotas established by the Government. Motor vehicles of f.o.b. value over 1,900 rands (1 rand = US$1.40) are prohibited. Other goods, including capital goods and industrial raw materials, are licensed on basis of importers' current needs; policy is to grant license applications freely for "reasonable requirements." Licenses are valid for purchases in any country, including the U.S. Exchange permit required, but import license carries right to foreign exchange from authorized banks to the amount indicated in the license.

SUDAN—Import license necessary except for an extensive list of commodities that may be imported under open general license from any source. All imports must be registered with the Ministry of Commerce, which may deny registration because of commercial policy or excessively high prices. Exchange permit not required; exchange is granted automatically for all permitted imports.

TANGANYIKA—Import license not necessary except for certain primary products and munitions items. Exchange permit not required.

TOGO—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

TUNISIA—Import license required for all imports. However, for liberalized items licenses and exchange are automatically granted. A deposit of 25, 50, or 100% of invoice value is required prior to application for import license covering certain listed products. Validity of import licenses is usually 6 months. Exchange permit required, but import license carries right to foreign exchange.

UGANDA—Import license not necessary except for certain primary products and munitions items. Exchange permit not required.

UPPER VOLTA—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

EUROPE

AUSTRIA—Import license necessary for all goods, whether liberalized or not liberalized. However, in the case of liberalized goods, the license is granted automatically upon application. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required. No separate exchange permit required.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

DENMARK—Import license required only for limited list of nonliberalized products. No separate exchange permit required; copy of import license or importer's declaration with customs certification of import takes place of exchange license.

FINLAND—Import license necessary, but an extensive list of goods may be imported without import license following action of Finland in placing imports from the U.S. and Canada on same basis as Western European countries participating in the multilateral trade and payments agreement. Commodities not on the import free list are subject, with certain exception, to a system of global quotas. No separate exchange permit required; import license carries right to foreign exchange.

FRANCE—Import license necessary, but only for a limited number of mainly agricultural products specifically enumerated which are subject to quantitative import restrictions. All other products may enter under a simplified procedure. Customs authorities will allow imports of such products upon presentation by the importer of a customs declaration, supported by an invoice or commercial contract. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for a number of agricultural and some nonagricultural items which require an individually validated import license. Most industrial and a number of agricultural products may be imported freely under general license. No separate exchange permit required.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with the authorities. Bank of Greece approval is required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license necessary, except for items on "special conditional free list" and a limited number of staples. Exchange permit required, except for "special conditional free list" imports.

IRELAND—An import license is not necessary, except for a few products. An exchange permit is not required, except for importations exceeding £5,000 in any 12-month period.

ITALY—An import license is not necessary for a limited number of items listed on the Table "A Import," for which a Foreign Trade Ministry license is required (items not included on this list are free of license). An exchange permit is not required except with advance or delayed payments for more than 180 days, and in a few other cases.

LUXEMBOURG—No import license necessary, except for a small number of products. Licenses usually granted freely, where required. No separate exchange permit required.

NETHERLANDS—No import license necessary, except for a small number of products. Licenses usually granted readily, where required. No separate exchange permit required.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses are necessary but they are granted automatically for most products. An exchange permit is required.

NORWAY—Import license required only for a limited list of nonliberalized products. No separate exchange permit required.

RUMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—An import license is necessary except for items on the liberalized list. An exchange permit is required except for items on the liberalized list.

SWEDEN—Import license required only for automobiles and certain agricultural products when imported from U.S. Import licenses for automobiles are granted freely. No separate exchange permit required. Foreign exchange, including dollar exchange, is automatically made available if import license specifies payment in such currency and if license is registered with a foreign exchange bank within 2 months after issuance.

SWITZERLAND—No import license necessary except for a few agricultural products and a limited number of industrial items, such as special type trucks. No exchange permit required.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—An import license is not necessary except for a limited list of products, for example, grapefruit and citrus juices, fresh apples and pears, commercial airplanes, most citrus fruits and cigars. An exchange permit is required, but is issued automatically.

YUGOSLAVIA—An import license is not necessary but only licensed import firms are permitted to carry on import operations. An exchange permit is not required but the Government maintains strict control over foreign exchange allocations.

FAR EAST, OCEANIA

AUSTRALIA—Import license not necessary except for 5 products: lumber, antibiotics, aluminum products, roller and ball bearings, second-hand or used excavating and construction machinery and equipment. Exchange permit not required.

CAMBODIA—Import license necessary. Exchange permit required. An allocation of foreign exchange automatically carries the right to an import license.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods. Relatively few items affected. Exchange permit not required, except for few transactions financed at official rate of exchange.

INDONESIA—Import license necessary. Exchange permit not required.

JAPAN—Import license necessary. Some commodities, announced by Japanese Government from time to time, require allocation certificate issued by Ministry of International Trade and Industry. For other items, import license automatically issued by foreign exchange banks carries right to foreign exchange.

KOREA, REPUBLIC OF—Import license is necessary from Ministry of Commerce and Industry for basket category items, otherwise unlisted items, and certain commodities subject to special restrictions. Other items, importable on an "automatic approval" basis, do not require specific license. Exchange permit not required. For commodities importable on an "automatic approval" basis, exchange may be freely purchased from Bank of Korea or foreign exchange banks. Specific license issued for other items carries right to foreign exchange.

LAOS—Both import license and exchange permit required.

MALAYA, FEDERATION OF—Import license not necessary, except for a few items not importable under open general license for reasons of health, safety, and morals. Exchange permit not required.

NEW ZEALAND—Import license necessary except for a few items such as sugar, sulfur, unmanufactured tobacco, and most petroleum products. Exchange permit not required.

PHILIPPINES—Import license as such not required, but certain categories of imports are subject to advance deposits in the local currency. Exchange permit as such not required, but letter of credit opened against exchange allocation is considered as exchange license.

SINGAPORE—Import license not necessary, except for a few items not importable under open general license for reasons of health, safety, and morals. Exchange permit not required. British Borneo (Brunei, North Borneo, and Sarawak) regulations are the same as Singapore's.

TAIWAN—Import license necessary. Exchange permit required but granted automatically with issuance of import license.

THAILAND—Import license not necessary, except for specified items. Exchange permit not required, but a "certificate of payment" issued by Bank of Thailand or authorized bank or company is required.

VIET-NAM—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

NEAR EAST, SOUTH ASIA

ADEN—Neither import nor exchange permit required.

AFGHANISTAN—An import license is not required for most imports, but a declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. An exchange permit is not required, but permission to remit foreign exchange to exporters abroad must be obtained from Da Afghanistan Bank.

BAHREIN—Neither import license nor exchange permit required.

BURMA—An import license is required for all imports except goods imported on Government account or under open general license. The required exchange permit is issued automatically for authorized imports.

CEYLON—An import license is required unless the product is imported on Government account or is one of the few "essential" commodities still importable under open general license. The required exchange permit is issued automatically for authorized imports.

CYPRUS—An import license is required for any imports not included under the open general license. The exchange permit is granted automatically for authorized imports.

INDIA—An import license is required for all except Government imports. An exchange permit is issued automatically for authorized imports.

IRAN—Import licenses are not required except for certain specified commodities, including cement, dynamite, tobacco and insecticides; however, imports of firearms, explosives and some medicines require prior Government approval. While no exchange permit is required, except for Government-controlled commodities, a large number of items require prior deposits of up to 100% of the value to be imported.

IRAQ—A license, issued by the central government, and an exchange permit, obtained through the Central Bank or an authorized dealer, is required for all imports.

ISRAEL—About 200 commodities, including certain foods, minerals, chemicals, X-ray film, vitamins hormones, antibiotics, rubber, wood, paper, hemp, jute, metallic items, machinery, apparatus and railway equipment may be imported from the U.S. without an import license. A license is required for all other goods. The exchange permit is granted automatically for authorized imports.

JORDAN—An import license and exchange permit are required for all imports.

KUWAIT—No import license or exchange permit required except for firearms, munitions, poisons, pork, and alcoholic beverages.

LEBANON—An import license is required only for certain commodities which are locally produced. No exchange permit is required for any imports.

MUSCAT & OMAN—Neither an import license nor an exchange permit is required.

NEPAL—An import license is required for all except Government imports. An exchange permit is issued automatically for authorized imports.

PAKISTAN—An import license is required for all items except Government imports. The exchange permit is issued automatically for authorized imports.

QATAR—Neither an import license nor an exchange permit is required.

SAUDI ARABIA—Neither an import license nor an exchange permit is required.

SYRIA—Import license and exchange permit required.

TRUCIAL STATES—Neither an import license nor an exchange permit is required.

TURKEY—The license which is required for all imports authorizes the importer to obtain the necessary foreign exchange.

UNITED ARAB REPUBLIC—An import license and exchange permit are required for all imports.

YEMEN—Neither import license nor exchange permit required.

WESTERN HEMISPHERE

ARGENTINA—Import license not required, but most imports are subject to exchange surcharges. Exchange permit not required.

BOLIVIA—Neither import license nor exchange permit required.

BRAZIL—Import license not required except for luxury goods, other commodities considered nonessential to the economy, and items imported without exchange cover. However, prior deposit and certificate of exchange cover required for most commercial imports. Exchange permit not required. Foreign exchange for imports purchased in free market at rates fixed from time to time by Bank of Brazil. Certificates obtained at auction give right to purchase exchange for nonessentials and right to import license.

BRITISH COLONIES not specified elsewhere, including Bahamas, Bermuda, Barbados, Leeward Islands, and Windward Islands, British Honduras, and minor Colonies, Protectorates, and Trusteeship Territories. Import license not necessary, except for certain items not under open general license and for the Bahama Islands where the license requirement is merely a formality.

CANADA—No import license necessary except for butter; butter fat; cheddar cheese; dried skim milk; wheat, oats, and barley and certain processed products of these grains; turkeys; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Secondhand automobiles manufactured before year in which importation is sought, secondhand aircraft, oleomargarine, and butter substitutes and spreads are prohibited importation. No exchange permit required.

CHILE—Import license not required, but goods not appearing on a list of permitted imports are prohibited importation, except into free port of Arica and provinces of Magallanes, Aysen, and Chiloe. Prior registration of imports is required, and many goods are subject to prior import guarantee deposits at the time of registration. Deposit is returned 90 days after date of deposit. Imports on permitted list are subject to additional tax in addition to usual import duties, which ranges from 0.1 to 200% of the c.i.f. value. Imports must be entered at Chilean customs within 150 days from date of import registration. Payment for merchandise imports on the permitted list may be made at the official rate. Merchandise imports into Arica not on the official list of permitted imports or on list of essential products for Arica must be paid for at the free market rate. Exchange permit not required.

COLOMBIA—All imports except books, magazines and shipments valued at $20 or less require an import license (import registry certificates). No exchange permit is required.

COSTA RICA—Import license not required except for live animals, live plants, seeds and the like. Exchange permit not required but many imports are subject to import duty surcharges.

DOMINICAN REPUBLIC—Technically no import license is required, but the submission and return of a "statistical form", which must be submitted prior to ordering abroad, is utilized in such a manner as to constitute an import license. Special import permits are required for highway construction machinery, radio transmitting equipment, railroad spikes, firearms, milk and milk products, rice, fruits and vegetables, seeds, tubers, rendered pork fat, and confectionery and other edible products in which sugar or chocolate constitutes the principal ingredient. No exchange permit is required, but there are administrative controls since all applications for foreign exchange require Central Bank approval. An importer must show that his "statistical form" has been approved when applying for foreign exchange to pay for imports.

ECUADOR—An import license is required. No exchange permit is required. An approved import license carries the right to receive foreign exchange.

EL SALVADOR—Import license not required except for a few items such as chemical and pharmaceutical products, strong liquors, essences for making liquor, cotton and sugar. Exchange permit required.

GUATEMALA—Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required for all imports considered nonessential.

HAITI—The Government has blanket authority to fix import quotas, but the authority has not been officially invoked. Import licenses are required for shoe polish, rice, and cotton cloth and its manufactures. The Government tobacco monopoly also controls imports of tobacco, matches, soap, detergents, edible oils, cement, sugar, and some other products. Exchange permits are not required.

HONDURAS—Import license not required except for firearms, gunpowder, munitions, explosives, alcohol, narcotics, pharmaceutical specialties, animals, plants, and plant and animal products. Exchange permit not required.

JAMAICA—No import license required except on certain items not under open license. Import license generally assures release of foreign exchange.

MEXICO—Import license required for an extensive list of articles. Exchange permit not required.

NETHERLANDS ANTILLES—Import licenses are required for all goods except a fairly extensive list of commodities of common consumption. No exchange permit is required for commodity imports.

NICARAGUA—Import license is required, which authorizes the purchase of exchange.

PANAMA—Import license not required except for arms, ammunition, wheat flour quota imports, salt, edible oils except olive oil, certain live animals, plants, flowers, soil, hay, straw, fertilizers, animal products except canned meats, certain tanned hides, toiletries, pharmaceuticals, eggs, milk, milk products and a limited number of other agricultural products. Exchange permit not required.

PARAGUAY—Import license not required, but most imports are subject to prior deposit in local currency before shipment. Exchange permit not required.

PERU—Import license not required, except for plants, roots, seeds, cuttings, animals, medicinal cigarettes, explosives, firearms and other weapons, alcoholic beverages, salt, tobacco, chemical and pharmaceutical products, matches, hatching eggs, duplicating machines, textile machinery, used clothing, maps, and geographical material. Exchange permit not required.

SURINAM—An import license is required except for certain goods paid for by a confirmed bank credit against documents valid for a term not greater than 6 months, or by documentary drafts to be collected through a bank with a term not greater than 90 days. No exchange permit is required since the import license carries the right to foreign exchange.

TRINIDAD & TOBAGO—No import license required except on certain items not under open license. Import license generally assures release of foreign exchange.

URUGUAY—Import license not required. On September 29, 1960, Uruguay abolished all commodity prohibitions. The new system establishes 4 classes of imports: Those free of surcharge and prior deposits; goods subject to a surcharge of 40% of the c.i.f. value; goods subject to a surcharge of 75%; and imports with a surcharge of 150% and a prior deposit of 100%. Prior deposits are repayable after 9 or 12 months, depending upon the product, from date of registration with the Bank of the Republic of the intention to import. Size of surcharge depends upon essentiality of the product. Exchange permit not required.

VENEZUELA—Import licenses are required for a selected list of articles. Exchange permits are required for transactions at the official rate, but none are needed for free market exchange.

Mexico's import-permit list grows by 24 items

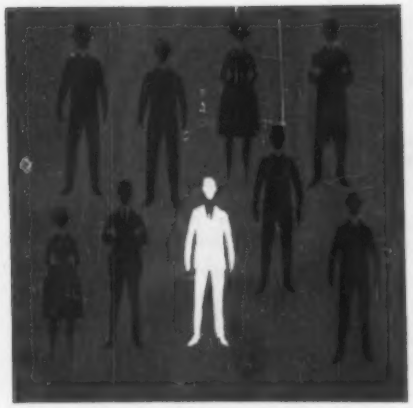
Mexico added 24 items to its prior-import-permit list between Sept. 27 and Oct. 30, 1962.

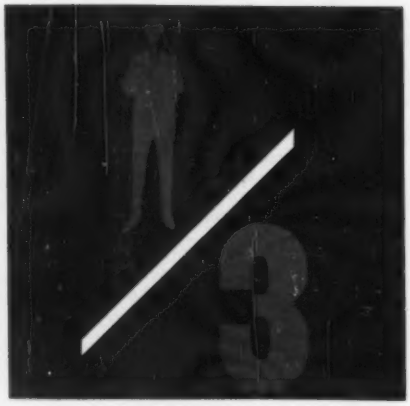
As listed in *Diario Oficial*, new items for which the importer now must secure a prior permit from the Ministry of Industry and Commerce are: caffeine and its salts, acetone, cinnamon of all kinds, metal working presses, rheostats, crystallized phenic acid, nickel sulphate, double cyanide of potassium and gold, certain rubber tires, and a variety of apparatus and instruments for measuring and weighing.

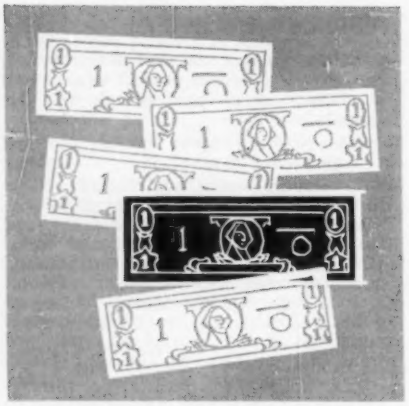
The restriction on all types of cinnamon extends to the free zones and free perimeters of Mexico. Information on specific tariff classifications affected may be secured from local U.S. Department of Commerce field offices.

APPLES INTO BRITAIN

The United Kingdom Board of Trade has announced a first-half 1963 quota of 1,375,000 cwt. for fresh apples imported from the Northern Hemisphere and Argentina—the same as the quota established last year.







BREAD-AND-BUTTER: Spadework preceding CASL (Committee of American Steamship Lines) team visits has shown that 1 of every 9 Ohioans (chart on left) and some 1 in 3 Kansas and Missouri workers (center) are in jobs dependent on foreign trade. In Arizona, Colorado, Montana, Wyoming and New Mexico (right), 1 of every 5 dollars earned comes from export-import trade. (Drawings from *Maritime Affairs*)

Steamship lines in major trade promotion drive

Leaders bring 'trade or fade' message to many inland cities

An all-out effort on behalf of President Kennedy's trade expansion program has been launched by the Committee of American Steamship Lines (CASL),

President, Farrell Lines and Chairman, Committee of American Steamship Lines

whose 15 member-companies operate 300 ships on essential-trade-route Government contracts.

With American flag-line presidents and officials personally spearheading the campaign, the CASL Community Visit Program has drawn this comment from Maritime Administrator Donald W. Alexander: "When deep-water shipping officials take time from their home offices to make port in mid-Western cities and towns, they are bringing an awareness of the importance of world trade and American-flag shipping directly to local business leaders—directly to their customers."

Visiting teams

Maritime Affairs, a bulletin published by CASL, reports that visiting teams, concentrating on 3-day events sponsored by local Chambers of Commerce and other trade-interested groups, stress the significance of foreign trade and American-flag shipping in terms of area growth and total dollar-value to local industry.

CASL lines maintain 327 domestic and overseas offices employing some 1,300 sales-promotion specialists to help American shippers and exporters expand their business by moving cargoes on U.S.-flag ships. Member lines reportedly spend about $15 million a year to boost U.S. trade with 450 overseas ports which they serve.

Rates may change

Members of the American Great Lakes-Mediterranean Eastbound Freight Conference are informing their clientele that 1962 rates may not apply during the 1963 St. Lawrence Navigation Season. The present tariff has been suspended, to be reinstated prior to opening the 1963 American Great Lakes Shipping Season.

Any rate changes will be fixed, available to the General Public and filed with the Federal Maritime Commission.

Five new Commerce field offices to boost total to 39

Important export areas chosen; scheduled to open before April

Plans to establish 5 new Field Offices in areas that are either achieving rapid export growth or have a strong export potential have been announced by the Department of Commerce.

The five offices, all scheduled to open before April 1, 1963, will be located in Anchorage, Alas., Birmingham, Ala., Milwaukee, Wis., Hartford Conn., and San Juan, P.R.

Commenting on the significance of the new offices, Dr. Jack N. Behrman, Assistant Secretary for Domestic and International Business, said: "These facilities will greatly enhance America's export expansion program by serving areas which are approaching the billion-dollar mark in their combined annual export business."

The new offices will bring to 39 the total number of Commerce Field Offices available to prospective exporters.

Liberian trade jumps despite economic dip; development of small industries continues

Austerity budget predicted; Monrovia port improvement lags; Government plans central banking system, national currency

During the third quarter of 1962 there was a more than seasonal slowdown in Liberian economic activity, according to the U.S. Embassy in Monrovia. In the public sector a period of fiscal stringency seemed in the offing and an austerity budget was predicted.

Nevertheless, 1961 trade figures show a 31% increase in imports over 1960. Foreign purchases reached a new high of $90.7 million, while Liberia's exports for 1961 were valued at $61.9 million.

A major factor in the augmented value of imports was the large amount of machinery and transport equipment brought in by the various iron mine concessions. Imports in this category increased from $23.3 million in 1960 to $35 million in 1961. All categories except chemicals and miscellaneous manufacturers showed increases.

Purchases from the U.S. amounted to $44.5 million as compared with $37.6 in 1960. Although this represented a substantial increase in dollar value, "percentagewise" the U.S. share of the Liberian market slipped from 54.4% to 49%. England, West Germany, Sweden, Netherlands, Belgium, France, and Italy enjoyed percentage gains.

Considerable progress was made in the development of small industries in Liberia. The following projects are in process of implementation or under serious consideration:

- An explosives plant for the initial manufacture of mining explosives has been approved, and early start of construction is expected. This plant is to be established by a U.S. company, the Baird Chemical Corporation of New York, under the name of West African Explosives and Chemicals, Ltd.
- A Swedish company is planning to establish a shoe factory which will use Liberian rubber to the maximum extent possible.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

- Announcements have been made that a cement plant will be established by a company to be jointly owned by the Liberian Government and an Italian firm. Limestone will be brought from Italy in ore ships as return cargo.
- Arrangements are being completed for the establishment of a local soap plant to produce a quality toilet soap and a utility laundry product. This plant will be built under contract with the Packaged Plants Inc. of Pittsburgh, Pennsylvania, which will provide management and supervision for an initial period after installing the equipment.
- Work is continuing on construction of the Starkist tuna processing and cold storage facility in the Free Port of Monrovia.
- A representative of Goodrich Rubber Company is in Liberia with plans to establish a new tire retreading plant capable of retreading tires for very heavy industrial equipment.
- Several new service industries such as dry cleaning plants and shoe repair shops have been opened or are in process.

Although no public announcements have been made by the Liberian Government, it is widely anticipated that a period of financial stringency lies ahead for the country. Revisions in the estimated revenues for 1962 indicate that total collections will be slightly more than $34 million, compared with $32.4 million for 1961.

Revenues from mining and rubber are somewhat down but personal and business income tax collections and revenues from the several categories of taxation on imports are up. Somewhat accelerated income tax collections are expected before the end of the year, because more vigorous enforcement measures are being applied.

There were persistent rumors that the Liberian Government would establish its own central banking system and create its own national currency. President Tubman said this was his intention at a press conference during the quarter.

Development bank

Further progress has been made in negotiations for the establishment of a Liberian Development Bank. Arrangements have been concluded with the International Finance Corporation (a subsidiary of the IBRD) to coordinate the establishment of the bank, which will be jointly owned by the Liberian Government, the IFC, the German Gewurtzmeinschaft and the International Bank of Washington, D.C.

In the agricultural sector, the biggest news of the third quarter concerned rice. The Nationalist Chinese rice growing demonstration at Gbedin has produced good yields but, more importantly, has required a growth period of only about 105 days, which will easily permit 2 crops of rice to be grown annually with a rotation crop in between. Some of the varieties grown have been brought from Taiwan. The Chinese are also experimenting with vegetable growing as well as peanuts, corn, and soybeans.

An act creating an Agricultural Credit Corporation received Executive approval May 23, 1962. Formerly both agricultural and industrial credit were handled under a single corporate organization. With industrial credit facilities becoming available through the Development Bank of Liberia, it was deemed desirable to establish a separate institution for agricultural credit.

Timber production during the third quarter totaled approximately 3,645,000

board feet. This brings total production for the first 9 months of the year to just under 14 million board feet. The Maryland Logging Corporation has resumed operations and will shortly be increasing its production substantially.

The 7 foreign concessions engaged in rubber production had a total of 112,569 acres planted in rubber as of April, 1962. Independent rubber farms were estimated to have approximately 117,700 acres.

A very considerable number of the rubber trees are still immature or (in the case of one of the largest plantations) over-age. Estimates of rubber production for the next 5 years suggest that total production will increase only moderately.

The Goodrich and Liberia Company concessions are presently erecting rubber processing plants in preparation for next year's tapping. Plans are also being discussed for the establishment of a rubber processing plant near Salala to purchase rubber from independent farms.

Minerals

Financial arrangements have been completed to permit the early initiation of the Bong Mining project. Contracts have been let for the railroad from Monrovia to the Bong Range and work was scheduled to begin in December.

The contract was obtained through a joint venture of 2 German general contractors. Approximately $83 million will be required to bring this mine into operation, of which about $71 million will be needed for direct capital expenditures. The tentative target date for the start of mine operations has been set for December, 1964.

Construction is proceeding on the LAMCO (Liberian, American, Swedish Minerals Company) project but is still seriously behind schedule. It is hoped that the railroad may be completed before the end of May, 1963 and that ores may be stockpiled at the port beginning soon thereafter.

The port and harbor modifications will probably not be completed until August, permitting actual shipments of ore to be made. The general cargo facilities to be constructed at Buchanan will not be built until the other facilities are completed. They are not expected to be in operation before the end of 1963.

Total tonnage handled by the Free Port of Monrovia was down slightly compared to the second quarter, even though most of the individual categories registered increases. The overall decrease was caused by a decline in the exports of iron ores, which were off about 14%.

Import categories, including dry cargo imports, all showed gains.

U.S. firms sell over $26 million thru AID program

November sales bring 1962 total to more than $212 million

Sales of $26,650,571 worth of American-made goods in foreign aid financed transactions were recorded during November by the Agency for International Development, which administers the U.S. assistance program.

AID figures also show that the total for the first 11 months of 1962 was $212,284,004 in purchases supported by U.S. development loans or other economic assistance. The industrial and agricultural products were bought by both private firms and governments abroad.

Sales recorded during November involved producers in 35 states and 11-month procurement was spread through 44 states and the District of Columbia.

Development loans, which constitute the major form of U.S. assistance, are keyed to nearly full procurement from American sources. Terms of other types of economic aid likewise assure U.S. suppliers of an opportunity to receive contracts, helping to keep approximately two-thirds of aid dollars for commodity expenditures within this nation's economy.

Agency figures in these monthly reports are confined to bank reports of letter-of-credit transactions over $10,000 and procurement directly traceable to states of production, excluding in some cases agricultural commodities grown over wide areas.

SICILIAN MINING AGENCY

The Sicilian Legislature has begun debating the creation of Ente Minerario Siciliano, a special agency of the regional government of the semiautonomous island. The agency will have priority over other applicants in the granting and renewal of exploration and exploitation leases. Private firms may also be required to offer the agency a participation of not less than 25% in activities involving production, processing, and marketing of minerals produced within the region. The agency will have an initial capital of $35.2 million (22 billion lire) and may float its own bonds.

Natural gas discoveries expand Pakistan's power

Recently-discovered natural gas deposits near Brahmanbaria, about 50 miles northeast of Dacca, are now being appraised for the probable establishment of 2 new 50,000 kilowatt thermal power stations. Each would cost about $10 million, of which $7 million would be in foreign exchange, according to the U.S. Consulate General in Dacca.

One of the new power stations would be located at Siddhirganj, just outside Dacca. Power would be transmitted eastward by a 132 Kilowatt overhead transmission line to serve the area across the Ganges both for industrial and domestic use. The site of the other power station has not yet been selected.

This new gas field reportedly has generated a number of proposed industrial development projects not now included in the country's Second Five Year Plan. These include, in addition to the power stations, a paper mill at Dohazari, 25 miles southeast of Chittagong, expansion of the fertilizer plant at Fenchuganj, and possible petro-chemical and steel production facilities at sites yet to be decided.

Eximbank's Spanish loans benefit 3 U.S. firms

The Export-Import Bank has authorized 2 credits totaling $16.1 million in favor of industrial concerns in Spain.

One credit of $9.5 million will enable Empresa Nacional Electricidad, S.A., (ENESA) of Madrid to purchase in the U.S. a 125,000 kw steam driven electricity generating unit, including boiler and related equipment. U.S. suppliers are the Westinghouse International Company and the Foster Wheeler Corporation.

A second credit of $6.6 million will help Empresa Nacional Siderurgica, S.A., (ENSIDESA) of Madrid buy a U.S.-made blast furnace for installation in a steel plant at Aviles in northern Spain. U.S. supplier for the furnance is the Koppers Company of Pittsburgh.

PERU'S EXPORT CO-OPS

The Military Junta has promulgated a decree establishing legal provisions for direct exportation of raw materials through export cooperatives. Where two-thirds of producers accounting for two-thirds of national production of a raw material are formed into an export cooperative all other producers must sell through the cooperative. Domestic trade is not restricted by the decree's provisions.

U.S. extends export licenses expiring during dock strike

Will be valid until last day of month following the month in which the strike is ended

The validity period of any expiring export license covering shipment from a port affected by the current longshoremen's strike has been extended by the Commerce Department's Bureau of International Commerce.

The extension covers licenses which expire during any month of the strike, and extends their validity to the last day of the month following the month in which the strike is terminated. The extension is covered in the Current Export Bulletin of the Department of Commerce, dated December 28, 1962.

The extension will eliminate the necessity of exporters applying for renewal of any licenses affected by the strike. It should be of particular service to manufacturers and others who have entered the export business as a result of the U.S. Export Expansion Program and are new to the various exporting procedures.

Commerce has also asked American Embassies in 30 countries to request such governments, wherever necessary, to grant blanket extension of the validity of import licenses until 30 days following the end of the shipping tie-up, and to give special consideration to clearance of shipments that may become involved in entry problems for any other cause arising from the strike.

The Agency for International Development maintains standing regulations that permit payment in the absence of an ocean bill of lading. If the importer is willing to amend the letter of credit, AID will permit payment against dock receipts, warehouse receipts or common carrier bills of lading.

U.S. banks holding AID letters of commitment are understood to be familiar with this procedure.

Export licenses are required on only about 12% of U.S. exports, which this year are running above $21 billion. The licenses are generally valid for 6 months.

AID loan will pay U.S. firm to survey 2 Turkish dams

The Agency for International Development (AID) has loaned $350,000 to the Government of Turkey to determine whether proposed hydroelectric power plants on the Euphrates River and the Sakarya River in Turkey are feasible.

The Turkish Government has already contracted with a U.S. firm to perform the survey.

An earlier study by an American company (Ebasco Services, Inc.) forecast that Turkish power demands would increase four-fold by 1975. To meet the need for additional power, the Government of Turkey plans to begin construction of dams at Keban on the Euphrates River and at Ciceroz on the Sakarya River in 1963.

The proposed 656-foot high concrete dam at Keban would be one of the largest in the Middle East. At its top elevation, the Keban dam would be 2,360 feet long, almost twice the length of Hoover Dam in the U.S. The smaller Ciceroz rock-fill dam would be 530 feet high and 1,300 feet long.

The AID loan will assist in financing the dollar cost of the services of an American firm which will perform the feasibility study. The Government of Turkey will pay all local costs of the study, including travel expenses of American engineers while in Turkey.

AID sponsors U.S. firm's Madagascar mineral survey

AID has awarded a $79,500 contract to the Aero Service Corporation of Philadelphia to conduct an airborne magnetometer survey in the Malagasy Republic, located on the island of Madagascar off the east coast of Africa. The project will provide the nation with serial magnetic contour maps of approximately 16,000 square kilometers in its northeastern section.

This method of survey, in which underground magnetic "pull" is registered on special instruments, will locate mineral deposits—such as iron—in the very heavily wooded terrain. Present data show that deposits exist, but their extent has not been determined.

Aero Service, a wholly owned subsidiary of Litton Industries Inc., will provide an equipped airplane and a technical and professional team for the study.

Colombia to get $30 million for Alliance program

Funds will be used to purchase essential U.S. goods, services

The U.S. indicated its willingness to support Colombia's Alliance for Progress self-help development plan in a loan agreement through which the Agency for International Development would make available $30 million when Colombia's proposed exchange reforms are formally adopted.

Funds loaned by AID would finance imports of essential goods and services from the U.S. needed to support the planned high level of economic activity. Local currency generated by sale of the imports would be used to finance development, largely in the private sector.

Another $30 million will be made available after steps are taken to carry out a fiscal and monetary stabilization program.

These fiscal and exchange measures are expected to yield sufficient Colombian funds to help finance economic and social projects to implement the nation's development plan. Under the plan, Colombia seeks to increase the gross national product 5.6% annually. This will involve a major effort by the Colombians themselves, with proposed public and private support from the U.S., Western Europe and international lending institutions in a supplementary position.

On November 7, the Colombian Congress received several measures permitting taxes on certain products and revising the inheritance tax. The pending tax measures would increase Colombian Government revenue by the equivalent of $100 million per year.

CORRECTION

The Bureau of International Commerce order, issued December 6, 1962, temporarily denying all U.S. export privileges to a Netherlands businessman and his associated companies inadvertently listed the name of the businessman as L. C. Van Stolk. The correct name is L. C. Stolk.

EEC weighs move towards goal of free labor flow

Council of Ministers considers Commission's latest proposals

Another series of boosts to free movement of labor within the European Economic Community is in the offing under proposals submitted by the EEC Commission to the Council of Ministers. If adopted the changes will become effective Sept. 1, 1963.

Major effect of the proposed regulations would be to further decrease special advantages accorded to nationals over labor from other Common Market countries in local labor markets. Special exemptions from the new rules would be given labor surplus regions, but designation of new labor surplus regions would require Commission approval.

Towards equality

Free movement would be advanced by reduction of residence requirements of a non-national employee from 4 to 2 years, and substantial equality with nationals would be accorded workers from other member states after 1 year of employment in another country and full equality after 2 years. Non-nationals would then be able to accept any job in any region where they had established a residence. Employees would be free to bring dependents to the new country of residence once the qualifying period had been completed. Education for children would be provided.

Already eligible for membership in unions and other employee organizations, persons from other member states could now be elected to office in these organizations under the proposed regulation.

Treaty goals

By the end of the transitional phase of the Common Market, completely free labor movement, as provided in Articles 48 and 49 of the Rome Treaty, would become reality. By that time employees would receive equal treatment in the labor market throughout the Community regardless of nationality.

Proposed "Community priority" to foreign employees from within the Community over those from non-EEC countries has been the most controversial issue. For example, under the proposed regulation, Spanish workers in Germany would not receive the privileges given to workers from Italy, as Spain is not a Common Market member.

Parliament okays electric-energy agency for Italy

Nationalization measure to affect 70% of power industry

Italy's parliament has given final approval to nationalization of the country's electric utilities and establishment of the National Electric Energy Agency (ENEL), the U.S. Embassy in Rome reports.

About 70% of Italy's electric utilities, public and private, will be transferred to ENEL, whose purpose is to "carry out throughout the national territory the activities of generating, transmitting, and distributing electric power produced from any source."

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Diversification

In addition to receiving compensation payments, companies whose electric-power production now is nationalized are being encouraged to divert their investment capital and managerial organization into other sectors. Many of the larger companies already have widely diversified interests, and the remaining producers (around 30%) are excluded from the Agency's control or have the option to remain independent (municipal companies or companies controlled by the autonomous regions).

The stated purpose of the new law is to permit the Government to carry out a unified program for the most efficient utilization of Italy's energy resources and to use electricity rates to bring about greater equilibrium of both regional and economic sectors. This implies that differential rates will be established, giving preference to under-developed areas, especially in the South.

Minimal U.S. interests

U.S. business is unlikely to be affected to any degree by nationalization, as U.S. interests in Italian electric utilities are minimal. Businessmen in general have voiced fears that further nationalizations may follow, but to date there are no indications of this.

An estimated total of 1,500 billion lire ($2.4 billion) will be required in compensation payments, to be made in 20 semi-annual installments at a 5.5% interest rate over the next 10 years (total cost: roughly 2,000 billion lire, or $3.2 billion). The 10-year spread was prompted primarily by concern over the serious strain on the money market which would have resulted from immediate issuance of enough negotiable bonds to cancel the entire debt at this time. In addition, although ENEL's revenue is to come from the sale of electric energy, it is likely that it will also require recourse to bond issues at least to finance new investments.

Spain excludes used goods from import liberalization

Applying the principle that native industry should equip itself with new and modern installations, Spain's Ministry of Finance has required import licenses for used, reconditioned, surplus or otherwise devalued material or machinery from abroad, the U.S. Embassy in Madrid reports.

The Ministry has also notified customs inspectors that unless an import license specifically identifies merchandise as used, reconditioned or surplus, the license will be valid only for new items. In some cases the Ministry may accept import declarations of liberalized goods for this type of equipment, but the goods must be identified as such.

Costa Rica boosts revenue through tax law changes

Administrative system altered, full-time tribunal established

To increase revenue, Costa Rica made administrative changes in its income tax legislation, as of Nov. 16, 1962, the U.S. Embassy in San Jose reports.

The income tax law, which applies to both personal and corporate income, was not amended to change existing tax rates. Essentially, the principal innovations include: the filing of a consolidated return where the taxpayer has a beneficial interest of 51% or higher in more than one concern; quarterly payment of taxes on investment and professional income must be paid according to the quarters in which the income is earned; and establishment of a full-time Fiscal Administrative Tribunal to supersede the present part-time Assessment and Income Tax Tribunals.

Appeals

The taxpayer must pay the total amount of taxes in question before any appeal will be considered. Failure to file a declaration will be punished by a fine of 2% per month of the annual amount due, but not to exceed 24% of the total amount for which the taxpayer is liable. The authority of the Directorate General of Direct Taxation to waive fines is rescinded. A 5% discount was offered on taxes for the tax year Oct. 1, 1961, to Sept. 30, 1962 (due in February and March 1963) when payment was made in November and December 1962.

Schedule

Beginning with the tax year Oct. 1, 1962–Sept. 30, 1963, the present lump-sum payment due March 31 for the tax year ending the previous September 30 will be superseded by the following payment schedule: The taxpayer is to file his declaration in October or November and pay 25% of his annual tax the following June, 25% the following September, 25% the following December, and the balance by the end of the following March.

The amendments are believed to make possible a more equitable administration of the law and allow for better enforcement.

Cottonseed retention quota established by Nicaragua

Nicaragua has imposed a 37.5% retention quota on exports of cottonseed produced in 1962-63, the U.S. Embassy in Managua reports.

The purpose of the decree, which became effective Nov. 15, 1962, is to supply local oil mills with sufficient raw material for their production. The Instituto Nacional de Comercio Exterior e Interior (INCEI) will administer the quota, which is the third to be imposed in as many years.

According to an official of INCEI, the local oil industry consumed some 50,700,000 lbs. (500,000 quintals) out of a total 1961-62 production of 223,080,000 lbs. (2.2 million quintals) of cottonseed. Total production should equal or exceed this figure for the 1962-63 season. INCEI expects local consumption to increase 86,190,000 lbs. (850,000 quintals), in 1962-63.

An important element in projecting a 70% increase in domestic demand during the current crop year is the expectation that exports of cottonseed oil to Central American countries, particularly Costa Rica, will increase markedly.

Guatemala moves to ease exchange control burden

The Bank of Guatemala, in a step to ease the burden of the recently imposed exchange control regulations (INTERNATIONAL COMMERCE, October 29, p. 22), has announced that it will grant exchange without restriction to importers of non-essentials up to 50% of the amount these merchants imported in November and December 1961.

Bank officials authorized issuance of dollars under this system at par as of Nov. 25, 1962, charging a 2% fee for such transactions, the U.S. Embassy in Guatemala City reports. Foreign exchange in excess of this amount must be obtained in the free market where the rate has been quoted at 1.05 quetzales to one dollar.

Colombia bans near-shore dragging-net fishing

Fishing with dragging nets within a nautical mile of Colombian shores is prohibited under a recent Ministry of Agriculture decree (Resolution No. 967), the U.S. Embassy in Bogota reports.

The reason given for the action is to protect breeding grounds of certain fish.

Fishing with apparatus requiring more than 3 men is prohibited within 3 nautical miles of the mouths of most Colombian rivers.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

AUSTRALIA—E. S. Clementson Pty., Ltd., 291 George St., Sydney, New South Wales, awarded contract valued at $2.16 million dollars (£1.8 million) for construction of first stage of **Canberra Community Hospital.** Facility to provide 412 additional beds, surgical facilities consisting of 4 major and 2 minor operating theaters, laundry and kitchen. Interested American firms may contact above firm for further details.

CEYLON—Government has issued **list of successful bidders** for various tenders, giving amounts and quantities, names of bidders. Copy is available on a loan basis.

KUWAIT—Kuwait Oil Tanker Co. awards contract for construction of **2 oil tankers** with capacity of 5300 tons each to SASIBO, Japanese shipbuilding grm. Delivery expected October 1964 and March 1965.

MOZAMBIQUE—Link Belt Africa, Ltd., of Springs, South Africa (manufacturing subsidiary of Link Belt, Inc., of Chicago awarded contract for supply and installation of **mechanical ore-loading plant** in Matola (outskirts of Lourenco Marques), at estimated cost of $4.48 million dollars $130,000 contos). Construction to be completed around September 1964. Interested American firms may contact Sociedad de Administracoes Urbanas, SARL (Saul), P.O. Box 1760, Lourenco Marques.

Board reviewing Canada's duties on wire products

To study 43 classifications as industry seeks changes

Tariffs on wire and wire products will be reviewed by Canada's Tariff Board under a directive issued by the Minister of Finance in response to requests from industry.

The study will cover 43 tariff classifications in their entirety: 347b; 348f; 350; 350a; 351; 351a, b, c; 353d; 354d; 379c, d; 401a, b, c, d, e, f, g; 402; 402a; 402b(1), b(2); 402c, d, e, f, g, h; 403(a)(i), (a)(ii), (b), (c), d), (e), (f), (g), (h); 446m; 456; 596a; ex342; and ex409e(3).

If the study indicates that amendments are desirable, the Board will prepare a revised schedule of tariff items with recommendations as to rates of duty.

GATT obligations

As the import duties on many of these classifications are bound under the General Agreement on Tariffs and Trade, increases in such rates would be governed by Canada's obligations to grant compensatory concessions on other classifications.

Interested parties, including U.S. exporters, will be given an opportunity to make written submissions or attend hearings. In the meantime, all who desire to receive further notices should contact the Secretary of the Tariff Board, Ottawa 4, Canada.

Fatback, variety meats quotas extended by Bonn

West Germany's Foreign Trade Agency recently announced an extension of the period for imports of fatback, pork livers, pork kidneys and beef livers from the U.S. and Canada until Feb. 2, 1963, the U.S. Embassy in Bonn reports. License applications will be accepted until the undisclosed quota has been distributed, but not later than Jan. 31, 1963.

It is expected that on Feb. 3, 1963, the European Economic Community pork market regulation will be extended to products other than live hogs and pork carcasses. Pork livers and kidneys and fatback would probably then be subjected to a system of levies and gate prices, replacing ad valorem duties and quantitative import controls.

For detailed specifications, see FOREIGN COMMERCE WEEKLY, Mar. 27, 1961, p. 3, and Apr. 24, 1961, p. 23.

Supply office sets new Korean rules on procurement

Purpose is to determine true operational status of firms

The Republic of Korea's Office of Supply (OSROK) has announced a new regulation requiring registration of firms tendering in the bidding for procurement of foreign supplies and/or services.

The stated purpose of the regulation is to insure efficient procurement operations by enabling the Government to ascertain the true operational status of firms applying for registration.

All prospective tenderers and those firms previously engaged in transactions with OSROK must register. Such tenderers include bidder, supplier, or manufacturer in case the last submits bids directly.

Certificate

For foreign firms, registration will become effective when the application has been filed with OSROK. OSROK will issue a certificate of registration to firms fulfilling all requirements.

Registration applications attached to or enclosed with the bid documents at the time of bidding may be acceptable. Any firms failing to register after a reasonable period from the effective date of the regulation, or which fail to register at the time of bidding must submit a justification for such failure to OSROK. The prior-registration requirement may be waived for unregistered firms when their bids are found to be in the best interest of the Government, but such firms will nevertheless be required to prepare a registration application at that time. Any change made in the documents by registrants should be promptly reported to OSROK.

Application forms are available through Mr. Chung Soo Park, Procurement Attache, Korean Embassy, 2320 Massachusetts Avenue, N.W., Washington 8, D.C.

Duty on blankets soars under new Nicaraguan edict

Protection of fledgling local company is purpose of action

Niacaragua has greatly increased duties on cotton blankets and on blankets of fabrics other than silk, rayon or wool, according to the U.S. Embassy in Managua. The new duties became effective Dec. 20, 1962.

Duties on blankets of cotton or cotton mixed with other fibers (not including quilts or bedspreads), tariff item 656-03-05-01, are raised to 75¢ per gross kilogram (1 kilogram equals 2.2046 lbs.) plus 30% ad valorem, cost, insurance and freight value. Previously, the duty was 25¢ per gross kilogram plus 10%.

Blankets or other non-specified fabrics excluding silk, rayon, wool or cotton (tariff item 656-03-06) are raised to 75¢ per gross kilogram plus 30%. Former duties were 50¢ per gross kilogram plus 10%.

New firm

The purpose of the increases is to aid the recently established blanket-manufacturing firm, Largaespada y Lovo Cia. According to the decree, the duties will be maintained until they have been equalized under the Central American Agreement creating an external tariff (FOREIGN COMMERCE WEEKLY, Oct. 23, 1961, p. 31). In return for this protection, Largaespada y Lovo Cia. has submitted a list of prices to the Ministry of Economy and has agreed not to change these prices by more than 20% without the Ministry's approval.

Other moves possible

The Government reserves the right to alter the new tariff levels and also the right to put a consumption tax on locally-made blankets.

PANAMA: DUTY CHANGES

Duty changes affecting soaps and detergents, toothpaste, various paper products, and certain pharmaceuticals and toiletries (INTERNATIONAL COMMERCE, Nov. 26, 1962, p. 46) were published in Panama's *Official Gazette* on October 29, making the changes (Decree 19) effective from December 29.

Libyan firms seek assistance to make cement, appliances

Pioneer enterprises lay plans for meeting anticipated needs in burgeoning economy; markets sought abroad

Libya's rapidly growing economy is generating markets for many new products. (For an analysis of the oil boom in Libya, see INTERNATIONAL COMMERCE, Sept. 10, 1962, p. 2.)

Based upon anticipated need, two Libyan firms are seeking American participation in joint ventures to manufacture cement and household appliances.

An enterprising young businessman—already producing both gas and electric hot water heaters—seeks to expand his operations in collaboration with an American firm to produce stoves, refrigerators and air conditioners under license.

Pioneer

Starting as a contractor and supplier to the oil industry, this young man was one of the first Libyans to engage in light industry. His small factory produces about 80 hot-water heaters daily.

All parts are locally made from imported material except the heating elements and controls, which are purchased abroad. Beyond serving the Libyan market, he is exporting half of his production to Tunisia. His firm is prepared to finance the expansion program and requires only licensing arrangements covering American patents, trade marks and know-how. He is prepared to purchase necessary machinery and raw materials which would reportedly benefit from initial tariff exemptions under the Libyan Investment Law.

Interested American firms should communicate with Muftah Ben Aly, P. O. Box 93, Benghazi, Libya. Additional information is available on loan from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington 25, D. C.

Cement plant

A newly formed Libyan company proposes establishment of the country's first cement industry and is seeking American technical and financial collaboration.

The firm proposes a plant with an annual capacity of 120,000 metric tons. In addition to mechanical equipment for the plant, power-generating equipment, kilns and mining apparatus will also be needed. Deposits of suitable raw materials are said to be available near the proposed plant site.

Annual cement consumption in Libya is currently about 150,000 metric tons, all imported from sources other than the U.S. Requirements are expected to increase proportionately with the country's rapid industrial growth.

Principals of the new company represent responsible business interests in Libya and are considered very reliable in local business and financial circles. It is stated that they can raise a substantial part of the funds necessary for the project. The firm claims to have proposals from European firms but prefers U.S. techniques.

Interested U.S. investors should write National Cement Company of Libya, P.O. Box 790, Tripoli, Libya. It is also anticipated that additional information on the project will be available soon from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Belgian glass manufacturer looks for joint venture

A manufacturer of glass and ceramic products seeks a U.S. firm which can provide capital, machinery and know-how to participate in a 50-50 joint venture in Belgium.

It wants to expand operations on a mass-production basis, expand the variety of its products, lower costs and expand distribution in the Common Market and other countries.

The firm is particularly interested in increasing production of bottles and hollowware and wishes to hear from any U.S. glass firm which does not now have a license or joint venture arrangement in Europe.

Write to Trade Channel, Ref: AB/348, Amstelstraat, 14-18, Amsterdam, Netherlands.

Electric unit, tape license asked in Chile

A licensing arrangement with a U.S. firm to manufacture fluorescent lighting starters and electric insulating tape is asked by a Chilean businessman.

Write to Industrias Electricas "Indel," Santo Domingo 4084, Casilla 10019, Santiago, Chile.

Pakistan company wants to set up garage facilities

Seeks capital, know-how and machinery for new venture

U.S. collaboration, in the form of capital investment, technical assistance and machinery to set up facilities to repair and maintain all types of motor vehicles is sought by the Pakistani firm of Hassanali Barfiwala.

A joint venture, management participation and/or some other mutually satisfactory arrangement would be considered.

The firm manufactures ice cream. It would like to broaden its activities by adding a modern garage to repair motor vehicles for its use in transporting ice cream and for use of the general public.

Some additional details are available on loan from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. Also, write to Cassam Suleman, c/o Hassanali Barfiwala, opposite Eboo's Hotel, New Kumbharwada, Karachi 2, Pakistan.

An announcement of this firm's interest in obtaining U.S. participation to establish an ice cream manufacturing plant appeared on page 23 of the December 3 issue of IC.

Investor handbook on Mozambique now available

Development plans described; resources, taxes, legislation, customs and tariffs cited

Private U.S. foreign investors may be interested in a new brochure entitled "How to Invest in Mozambique," published by the Directorate of Services of Economy and General Statistics Services, Edificio dos Organismos Economicos in Portuguese East Africa.

According to the publication, Portugal has development plans for Mozambique as well as the other overseas provinces based on projects to improve the economic and social conditions in Portuguese territories.

The second development plan now in progress covers such projects as scientific surveys of the territory, communication and transports, industry and electricity, population, education and health, and local improvements.

Other projects are foreseen in which private capital is invited. Private U.S. investment to establish new industries utilizing the area's natural resources will be welcomed and accorded every consideration by the State as part of the Government's program to promote economic development.

The brochure touches briefly on the country's resources, its exports, legislation, taxes, customs and tariffs and gives information on participation of foreign capital in public companies.

American firms contemplating investment in Mozambique may obtain a copy of the 41-page investment handbook from the Commercial Section of the Casa de Portugal, 447 Madison Ave., New York 22, N.Y.

French chemical company seeks license rights

A French chemical firm, specializing in the manufacture of sodium hypochlorite and ester gums, seeks licensing rights to manufacture U.S. chemicals in order to utilize its surplus space and labor.

Write to Manufacture des Produits Chimiques du Landy, S.A., 15 rue du Landy, La Plaine-Saint-Denis (Seine).

Argentine visitor requests capital for prefab houses

Mr. S. Hercovich, a manufacturer's representative from Buenos Aires, is in the United States for an indefinite visit to discuss the possibilities of obtaining capital investment for the sale of his company's low-cost prefabricated metal houses.

Firms interested in meeting with Mr. Hercovich should address inquiries to the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Licenses for emulsifiers, bakery machines offered

A German engineering office seeks a U.S. licensee for its mixers and emulsifiers for various industries as well as special machinery for the bakery industry.

The name and address of this firm are available from the Office of International Investment, Code 1052, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Heavy machinery license wanted by Canadian firm

A Canadian firm of manufacturing engineers and shipbuilders is interested in hearing from American manufacturers of heavy machinery and equipment wishing to develop licensing arrangements for production in Canada.

Write to Canadian Vickers, Ltd., 4970 Notre Dame St., East, Montreal 5, Quebec.

Kuwait petrochemical firm invites capital, know-how

The Government of Kuwait is seeking to establish contact with U.S. producers of petrochemicals who may be interested in equity participation in a petrochemical complex known as the Kuwait Petrochemical Co.

U.S. investors also will be invited to participate in the organization and operation of the company.

Interested firms should communicate with Shaikh Jabir Al Ahmad Al Sabah, Minister of Finance and Economy, Kuwait.

Ecuador looks for new industries

Castor-bean extraction plant, sulfuric acid plant, hand tools, dry-cell electric batteries cited; market surveys available

The Ecuadoran Development Center (CENDES) has completed 4 reports on potential investment opportunities in Ecuador. The reports, available only in Spanish, cover the opportunities summarized below:

(1) Establishment of a castor-bean extraction plant near the ports of Manta or Bahia.

The plant, which would operate round the clock 300 days a year would produce a minimum of 5,000 long tons of raw material. Total capital requirements estimated at $575,000.

(2) A new sulfuric acid plant integrated with production of sulfur and operation of a factory producing aluminum sulfate.

The enterprise could be profitable with a minimum production of 900 tons of elemental sulfur, 1,700 tons of sulfuric acid, and 2,400 tons of aluminum sulfate, CENDES reports. Of the total production of sulfuric acid, 1,500 tons would be used in the manufacture of aluminum sulfate. The recovery of elemental sulfur would be effected by the flotation method whereas production of aluminum sulfate would be from kaolinites.

Selling prices for sulfur, sulfuric acid, and aluminum sulfate comparable to those paid in the national market would be guaranteed.

Project envisages the operation of the Tixan Mines to permit centralization of administration, proximity of raw materials (sulfur and kaolinite), and easy distribution by rail of finished products to the principal markets—Quito and Guayaquil.

Imports of sulfur, sulfuric acid and aluminum sulfate would be prohibited once the proposed plant could satisfy domestic consumers.

(3) Establishment of a plant to make dry-cell electric batteries under license. A preliminary survey indicates that the U.S. is the principal supplier of this item and its share of the market is valued at $385,000 c.i.f.

Principal types of dry-cell electric batteries imported are 950 D, 935 C and 915 AA, the voltage being almost exclusively 1.5 volts.

(4) A new factory to produce hand tools to satisfy the needs of the agricultural, mining and building industries. Machetes, hoes and shovels are now imported. Annual hand tool requirements in the Ecuadorean market amount to 220,000 machetes and about 110,000 hoes and shovels.

Total investment to establish such a plant is estimated at $250,000.

Details on the foregoing studies, as well as copies of the market surveys, may be obtained from Centro de Desarrollo, P.O. Box 2321, Quito, Ecuador. Mention of INTERNATIONAL COMMERCE would be appreciated in correspondence with CENDES.

World Trade Opportunities pages 21-32

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

200 Food

Japan

Canned vegetables; canned fruits not packed in heavy syrup; jams, jellies; processed cheese; boxes of instant or prepared powder mixes, especially Italian style food; canned goods in size 303 cans. Direct purchase and agency. Hayashi-Ya Co., Ltd. (wholesaler, retailer, importer), 57, Shimazaki-cho, Nakamura-ku, Nagoya. WTD 12/6/62. 2 brochures available on loan from Trade Opportunities Staff, BDSA 111, Room 4319. (WO 7-4675.)

Malaya

Canned abalone, confectionery, provisions, animal feeds. Associated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

Nigeria

Provisions, such as canned foods, fruit juices, canned meats, ice cream, frozen foods; requests price quotations c.i.f. Lagos or Apapa in lb. sterling. Direct purchase and agency. Triumph Enterprises (1957), Ltd. (importer, wholesaler, retailer), P.O. Box 513, Lagos. WTD 12/4/62.

201 Meat Products

Greece

★★ Agency for frozen poultry line. N.M. Kariotoglou & Co., 7 Kratinou St., Athens. I.R.-23.

★★ Frozen chickens. Agent. Guy R. Danon & Co., 25 Kolokotroni St., Athens 125. NCIA. I.R.-155.

★★ Frozen chickens. Victoria S.A., 8 Harilaou Tricoupi, Piraeus. NCIA. I.R.-157.

★★ Sausage casings, raw material for producing rennin. Arnol-Balcan Co., 6 Metropolitan Genadiou St., Thessaloniki. NCIA. I.R.-137.

★★ Canned meats. Vadakoglou Bros. & Co., 39 Katoni St., Thessaloniki. I.R.-147.

202 Dairy Products

Chile

Skimmed milk 1%; milk with 16%, 18%, 20%, 22%, 24%, 26% fat contents; cow butter, 84% fat; animal butter oil 99.8%; other dairy products. Direct purchase and commission agency. Adip Kework S. (importer), 1057 Republica de Israel, Casilla 2631, Santiago. WTD 11/30/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Greece

★★ Agency for line of general foods. Ets. N. Krallis & Fils, S.A., 3 Iktinou St., Athens. I.R.-65.

204 Grain Mill Products

Greece

★★ Agency for animal feed line. N.M. Kariotoglou & Co., 7 Kratinou St., Athens. I.R.-22.

207 Confectionery, Related Products

Greece

★★ Food flavoring, extracts. Touliatos Co., Ltd., 69 Panepistimiou St., Athens. I.R.-79.

★★ Chocolate candy, chewing gum. Vadakoglou Bros. & Co., 39 Katoni St., Thessaloniki. I.R.-147.

208 Beverage Industry Products

Nigeria

Bourbon whiskey; requests price quotations c.i.f. Lagos or Apapa in lb. sterling. Direct purchase and agency. Triumph Enterprises (1957), Ltd. (importer, wholesaler, retailer), P.O. Box 513, Lagos. WTD 12/4/62.

209 Miscellaneous Food Preparations, Related Products

Greece

★★ Soybean oil. Victoria S.A., 8 Harilaou Tricoupi, Piraeus. NCIA. I.R.-158.

★★ Anise, Anitol in large quantities, small containers; thickening agents manufactured from seaweed. Agency. M. Roumboulakis, 28 Socratous St., Athens 164. I.R.-142.★

210 Tobacco Manufactures

Nigeria

Manufactured tobacco; requests price quotations c.i.f. Lagos or Apapa in lb. sterling. Direct purchase and agency. Triumph Enterprises (1957), Ltd. (importer, wholesaler, retailer), P.O. Box 513, Lagos. WTD 12/4/62.

211 Cigarettes

North Borneo

Cigarettes, filter tips, nonmentholated, regular size, 20 per package; requests samples c.i.f. Sandakan prices. Khoo Chaw Choon, Teck Heng Loong Bros. (importer, exporter), P.O. Box 152, Sandakan.

Sweden

Cigarettes. Bodins Skeppshadel AB, Stora Holmen, Gavle. WTD 8/23/62.

220 Textile Mill Products

France

Printed, solid color cotton, nylon, manmade fiber fabrics; nylon fabrics for interlining; requests sample swatches with replies in French or German. Direct purchase and agency. Walliser & Cie. (importing wholesaler), 9 rue du 17 Novembre, Mulhouse (Haut-Rhin). WTD 11/29/62.

Greece

★★ Finished textile products. Padadopoulos Bros., 4 Klitiou St., Athens. I.R.-68.

★★ Finished textile products. George Saliaris & Raul Saliaris, Stoa Saoul IIB, Thessaloniki. I.R.-53.

★★ Finished textile products. George Theodorides, 7 Nea Agora, Thessaloniki. I.R.-63.

★★ Wool, cotton, synthetic materials. Agency. C. H. Christides, Fibers & Cotton Yarns, 29 Valaoritou St., Thessaloniki. I.R.-124.

Malaya

Printed textiles. Associated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

New Zealand

Printed cottons, fabrics of manmade fibers. Direct purchase and agency. E.M. Rowan, Ltd. (importer, wholesaler, retailer), 8-9 Darby's Bldg., Elliott St., or P.O. Box 2492, Auckland. WTD 12/4/62.

Nigeria

Decorative materials for domestic, commercial use; requests price quotations c.i.f. Lagos or Apapa in lb. sterling. Direct purchase and agency. Triumph Enterprises (1957), Ltd. (importer, wholesaler, retailer), P.O. Box 513, Lagos. WTD 12/4/62.

Sweden

Piece goods chiefly for ladies', children's apparel; knit goods; sewing materials. H. S. Josephson AB, Drottninggatan 35, Stockholm. WTD 8/23/62.

Fabrics for ladies' underwear, night gowns, pajamas, leisure apparel. Westerholms Tricotfabrik AB, P.O. Box 3006, Norrkoping 3. WTD 8/21/62.

225 Knitwear

Ireland

Tublar cotton cheese bandages. Direct purchase and agency. Murray & Son, Ltd. (manufacturer, wholesaler), Charleville, County Cork. WTD 12/12/62.

Portugal

Imitation suede, leather laminated knit fabric back. Direct purchase and agency. Gomes de Castro & Irmao, Lda. (importer, wholesaler), 229 Rua Guedes de Azevedo, Oporto. WTD 10/3/62. Samples available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

229 Miscellaneous Textile Goods

Sweden

Lace. Westerholms Tricotfabrik AB, P.O. Box 3006, Norrkoping 3. WTD 8/21/62.

230 Apparel

Greece

★★ Clothing of all types. Anestis Hatzidimitriades, 28 Ionos Dragoumi St., Thessaloniki. NCIA. I.R.-130.

Malaya

Readymade garments for ladies, men, children. Associated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

Nigeria

Low, medium priced ready-to-wear clothing lines for men, children, particularly lightweight "tropical" trousers, suits; requests price quotations c.i.f. Lagos or Apapa in lb. sterling. Direct purchase and agency. Triumph Enterprises (1957), Ltd. (importer, wholesaler, retailer), P.O. Box 513, Lagos. WTD 12/4/62.

234 Women's, Misses' Undergarments

Sweden

Women's underwear. H. S. Josephson AB, Drottninggatan 35, Stockholm. WTD 8/23/62.

Corsets. Victor Larson, Brunkebergstorg 15, Stockholm. WTD 8/23/62.

239 Miscellaneous Fabricated Textile Products

Sweden

Embroideries. Westerholms Tricotfabrik AB, P.O. Box 3006, Norrkoping 3. WTD 8/21/62.

254 Partitions

Nigeria

Interior panels for home, commercial partitioning; requests price quotations c.i.f. Lagos or Apapa in lb. sterling. Direct purchase and agency. Triumph Enterprises (1957), Ltd. (importer, wholesaler, retailer), P.O. Box 513, Lagos. WTD 12/4/62.

261 Pulp Mill Products

Greece

★★ Bleached, unbleached sulfite paper pulp, 10,000 tons; mechanical woodpulp, 6,000 tons; papermakers' felts. Nicos Zygourakis, 89 Riga Ferraiou St., Patras. I.R.-156.

262 Paper Mill Products

Sweden

Printing papers. Cromtryck AB, Jamtlandsgatan 151, Vallingby. WTD 4/11/62.

264 Converted Paper, Paperboard Products

France

Office supplies; requests replies in French. Direct purchase and agency. Grog & Cie. (importer, dealer), 37 ave. George V, Paris.

Novelty wrapping materials; requests replies in French. Direct purchase and agency. Ets. Lang & Viennet (manufacturer, wholesaler), 4 rue de la Houblonniere, Colmar (Haut-Rhin). WTD 11/28/62.

Office supplies. Direct purchase and agency. Courvoisier & Cie. (importer, dealer), 21 blvd. Voltaire, Paris 11e.

Greece

★★ Scrap thermoplastic. George J. Theodorides, 7 Nea Agora, Thessaloniki. I.R.-70.

New Zealand

Slipped expandible kraft paperboard to provide mesh base for subsequent plastic coating, finished product for use as carpet cushions. Tellus Vacuum Cleaners (N.Z.), Ltd. (manufacturer, wholesaler, retailer), P.O. Box 1478 or 4 York St., Parnell, Auckland, C.4. WTD 8/29/62. Sample available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.)

280 Chemicals, Related Products

Greece

★★ Agency for drugs, agricultural fertilizers. "Pyrsos" Co., Ltd., 36 Halkokondili St., Athens. I.R.-113.

★★ Agency for pharmaceuticals, veterinary products, chemicals. Medipharm, Ltd., 33 Veranzerou St., Athens. NCIA. I.R.-101.

Malaya

Chemicals, aniline dyestuffs, pharmaceutical products, veterinary products, cosmetics. Associated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

281 Inorganic, Organic Chemicals

Greece

● Chlorine, liquid, 18,500 kg. in 1,000 kg. steel cylinders; 170,000 kg. in 500 kg. cylinders. Tender DEPM-2093/2127, bid deadline Jan. 22. Public Power Corp., 30 Chalkokondyli St., Athens.★ (WO 7-3465.)

★★ Papermaking chemicals. Nicos Zygourakis, 89 Riga Ferraiou St., Patras. I.R.-156.

Morocco

Toluol, xylol, phosphoric acid 85% pure, chrome sulfate, chrome alum, ethylglycol (ethylene glycol monoethylic ether), soybean lecithin; U.S. supplier should not currently be represented in Morocco. Ets. Chevallier (importer), 37 Blvd. de la Gironde, Casablanca. WTD 12/3/62.

Pakistan

■ Reactive dyes. Loan 53; U.S. source. IL 032995. Credit amount $5,334. Bid deadline Jan. 17. S. Mohd. Shafi & Sons, Virgee St., Jodia Bazar, Karachi 2.★

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Italy

★★ Cellulose acetate butyrate scrap, 350/400 tons monthly. Gallino, Via Torino 15, Regina Margherita (Torino). WTD 8/18/62. I.R.-180.

283 Drugs

Ceylon

● Alpha-chymotrypsin (ophthalmic), 1 mg. with 5 ml. sterile isotonic solution, 2,000 vials (each); Polymixin, Bacitracin Ointment; Neomycin, Zinc Bacitracin Dusting Powder; Halothane; Hydrocortisone. Ref. 193/105 (PT. VIII). Bid deadline Feb. 22. Ministry of Health, P.O. Box 500, Colombo.★ (WO 7-2239.)

Greece

★★ Agency for pharmaceuticals. Dimitrios T. Apostolou, 43 Socratous St., Athens. I.R.-52.

★★ Agency for chemical products. N. Krallis & Son S.A., 3 Iktinou St., Athens. I.R.-56.

★★ Agency for medical products. Dr. George Papadopoulos, 73 Ermou St., Thessaloniki. NCIA. I.R.-36.

★★ Agency for pharmaceuticals. Evgenides & Antonopoulos, 24 Komninon St., Thessaloniki. I.R.-62.

★★ Line of cosmetics. Athanasios Mamzoridis, 9 Agiou Mena St., Thessaloniki. I.R.-61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Italy

★★ Pharmaceuticals distributor seeks agency for industrial hygiene products such as aerosol sprays to prevent silicosis. Gay & Co., Via Montevecchio 17, Torino. I.R.-185.

285 Paints, Varnishes, Lacquers, Enamels

Greece

★★ Paints of all types. Nicos Zygoura-Yialantzis, 33 Veranzerou St., Athens 102. I.R.-71.

★★ Paints of all types. Nicos Zygourakis, 89 Riga Ferraiou St., Patras. I.R.-156.

286 Gum, Wood Chemicals

Sweden

Methanol. Svenska Formalin AB (Swedish Formaldehyde Co., Ltd.), P.O. Box 11010, Stockholm 11. WTD 8/27/62.

287 Agricultural Chemicals

Ceylon

● Ammonium sulfate, 2,000 long tons; muriate of potash, 1,000 tons; urea, 500 tons; ground phosphate rock, 1,000 tons. Bid deadline Feb. 15. Chairman, Tender Board, Ministry of Agriculture, Lands, Irrigation & Power, P.O. Box 500, Colombo.★ (WO 7-2008.)

Greece

★★ Agency for fly killer products. General Enterprises-Nicolas Istikopoulos, Rue St. Irinis 1, Athens. I.R.-44.

★★ Agricultural fertilizers. Agency. Salonikis-Papageorgopoulos Trading Co., 31 Evripidou St., Athens. I.R.-143.

289 Miscellaneous Chemical Products

Greece

★★ Disinfectant fluids of 40% phenol or cresole. M. Roumboulakis, 28 Socratous St., Athens 164. I.R.-141.

★★ Carbon black. Nicos Zygourakis, 89 Riga Ferraiou St., Patras. I.R.-156.

Sweden

Printing ink. Cromtryck AB, Jamtlandsgatan 151, Vallingby. WTD 4/11/62.

303 Reclaimed Rubber

Greece

★★ Reclaimed rubber. Nicos Zygourakis, 89 Riga Ferraiou St., Patras. I.R.-156.

306 Fabricated Rubber Products

Greece

★★ Industrial belting. Garyfallos Marangos, 7 Loyd George St., Thessaloniki. I.R.-60.

307 Miscellaneous Plastics Products

France

Household articles, utensils made of plastic material; requests replies in French. Sovenac (importing wholesaler), 28-30 rue de Magny, Metz (Moselle). WTD 11/30/62.

Plastic items for household, farm use; artificial flowers. Consortium Francais des Plastiques (importing wholesaler), 13 rue Charles Krug, Besancon (Doubs). WTD 12/5/62.

Plastic items used in building industry; electric, plumbing installations; chemical industries. Ets. Claude Freres (manufacturer), Wildersbach (Bas-Rhin). WTD 12/5/62.

322 Glass, Glassware

France

Glassware, crystal ware; high quality. Direct purchase and agency. Ets. Vangerdinge (importing distributor), 80 rue Banasterie, Avignon, Vaucluse. WTD 11/30/62.

Glassware, crystal ware; glass tableware, kitchenware; high quality. Transexim (importing distributor), Ceyreste, Bouches-du-Rhone. WTD 12/4/62.

326 Pottery, Related Products

France

Crockery, chinaware; high quality. Direct purchase and agency. Ets. Vangerdinge (importing distributor), 80 rue Banasterie, Avignon, Vaucluse. WTD 11/30/62.

Pottery, china articles for table, kitchen; high quality. Transexim (importing distributor), Ceyreste, Bouches-du-Rhone. WTD 12/4/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Italy

★★ Acoustical tile, noise control equipment. Gay & Co., Via Montevecchio 17, Torino. I.R.-185.

331 Blast Furnace, Steel Works, Rolling, Finishing Mill Products

Burma

● Wire rope, steel, 6 x 37, 120 fathoms per coil suitable for use with earthmoving equipment, cranes, excavators; 25 coils ¾" diam.; 25 coils ⅝" diam.; 25 coils ½" diam.; 25 coils ⅜" diam. Tender DPES 19/63, bid deadline Jan. 20. Revolutionary Government of Union of Burma, Office of Director of Procurement, Defense Department, Rangoon.★ (WO-7-2363.)

Greece

★★ Seamless steel alloy pipe. Comarket Co. Agencies (P.O. Box 445), 46 Hermou St., Athens. I.R.-78.

★★ Tinplate. E.P. Emmanuelides & Fils, 14 Megaron Bouria, Thessaloniki. I.R.-14.

India

● Rounds, flats, hexagons, wire; approx. 16,400 metric tons. Tender S-32/62, bid deadline Jan. 15. Billets, blooms, slabs, squares, tees, zees, angles, channels, approx. 17,400 metric tons. Tender S-33/62, bid deadline Jan. 16. P. N. Mathur, Director, Wagon Production, Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Tender documents, including specs. and descriptions of material and conditions, available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., for $2.

▪ M.B.P. sheets, 8′ x 3′ or 8′ x 4′ of 14 G. Loan 159; U.S. source. Ref. SEC/UM/DLF: 1230. Bid deadline Jan. 20. United Motor Body Builders Industrial Coop Society, Ltd., Tanda Rd., Jullundur City.

▪ M.S.B.H. sheets, 8′ x 3′ or 8′ x 4′ of 14 G, 100 m.t. Loan 159; U.S. source. Ref. SEC/ASW/DLF:1233. Bid deadline Jan. 20. Apeejay Steel Works, Pvt., Ltd., Tanda Rd., Jullundur City (Punjab).

▪ M.S. plates, 20′ x 5′ of 5 mm. thickness, 100 m.t.; m.s. black plain sheets, 8′ x 3′ or 8′ x 4′ of 14 G. Loan 159; U.S. source. Ref. SEC/ACPL/DLF:1240. Bid deadline Jan. 20. Amin Chand Payare Lal, 135 Canning St., P.O. Box 2014, Calcutta.

▪ Galvanized iron wire, 1.50 mm. diam., 150 metric tons; 2.12 mm. diam., 800 m.t.; 3.35 mm. diam., 1,500 m.t. Loan 159; U.S. source. IL CL/77/3/02106/3. Bid deadline Jan. 21. Indian Posts & Telegraphs Dept., Office of Chief Controller of Telegraph Stores, 5 Council House St., Calcutta. Cable: CHISTORES.

▪ Terne plates; M.S. sheets; M.S. plates; M.S. bars, billets. Loan 217; U.S. source. IL DL/55/99/02101/0158. Bid deadline Jan. 17. Premier Automobiles, Ltd., Construction House, Ballard Estate, Bombay 1.★

▪ Carbon chrome spindle steel for manufacture of spindle bars. Loan 217; U.S. source. IL BL/55-121/02201/187. Bid deadline Jan. 17. National Machinery Manufacturers, Ltd., Kalwe, Thana, Maharashtra State.★

▪ Cold rolled steel sheets, strips. Loan 217; U.S. source. IL DL/55/99/02101/0171. Bid deadline Jan. 17. Premier Automobiles, Ltd., Construction House, Ballard Estate, Bombay 1.★

▪ Prime tinplate (unassorted) for manufacture of open top sanitary cans for food preserving industry, other types of cans. Loan 217; U.S. source. IL DL/55/96/02101/0108. Bid deadline Jan. 15. Poysha Industrial Co., Ltd., Messent Rd., P.O. Tank Rd., Sewri, Bombay 33.★

Malaya

Waste waste tinplate. Associated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

Pakistan

● Wire, steel, high tensile, hard drawn, 14 long tons, 0.2" diam.; 18 long tons, 0.276" diam.; spec. B.B.S. 2691, 100-110 p.s.i. 600 sets of male and female cones Freyssinet anchor concrete, type 12/200 (i.e., 12 wire cable, each of 0.2" diam.); 1,000 sets male and female cones, type 12/276 (i.e., 12 wire cable each of 0.276 diam). Tender PR-62/KCR/1, bid deadline Jan. 12. Complete set of tender documents available from Chief Controller of Purchase, Pakistan Western Railway, Empress Rd., Lahore, for $5.25 (25 rupees) per set. Copy of specifications, conditions available for review in Iron & Steel Division, Room 4222, Department of Commerce, Washington 25, D.C.

▪ M.S. billets, S.A.E. 1010 or 1020, size 2" x 2", length 18 ft. or standard, suitable for rerolling to bars, sections in conformation of tensile stress 15-20 tons per sq. in. 2,240 lb., min. elongation 20%, heat marked with works certificate, open hearth. Loan 7; U.S. source. S/A RM 036140. Credit amount $122,850. Bid deadline Jan. 17. Carstairs & Cumming, Ltd., West Wharf Rd., P.O. Box 4687, Karachi 2. Cable: GOODREP.

▪ Steel music spring wire; hard drawn steel spring wire; mild steel strip, annealed bright, coppered upholstery grade spring steel wire. Loan 7; U.S. source. S/A RM 036175. Credit amount $12,474. Bid deadline Jan. 24. M.B. Spring Mfg. Co., Barnes St., G.P.O. P.O. Box 251, Karachi. Cable: SPRINGCALL.★

▪ Galvanized plain sheets, prime commercial quality, as per ASTM A.93-58T, zinc coating 1.25 oz. per sq. ft.; CRCA sheets, prime commercial quality; HRCA sheets, prime commercial quality; galvanized corrugated sheets; M.S. joists; mild steel plates; black pipes; galvanized iron pipes; cast iron pipes 5", 6", 7", 8" diam. Loan 7; U.S. source. S/A RM 035818. Credit amount $52,710. Bid deadline Jan. 23. Amin Agencies, Ltd., P.O. Box 4411, off McLeod Rd., Karachi. Cable: AMINAGELT, Karachi.★

▪ Galvanized plain sheets, prime quality 1.25 oz. per sq. ft. zinc coating; galvanized corrugated sheets, prime quality, 1.25 oz. per sq. ft. zinc coating; cold rolled close annealed sheets, prime quality; mild steel joists, prime quality; galvanized iron wire; seamless blacksteel pipes; galvanized steel pipes; mild steel shaftings; mild steel

plates; stainless steel sheets. Loan 7; U.S. source. S/A RM 036451. Credit amount $32,970. Bid deadline Jan. 23. Gulam Mohamed Bros., Fakhru Bldg., Murad Khan Rd., Karachi.★

▪ M.S. plates, 8′ x 4′ x ¼″; M.S. sheets, 8′ x 3′ x 28 G; G.C. sheets, 8′ x 3′ x 26 G; G.C. sheets, 10′ x 3′ x 26 G. Loan 7; U.S. source. S/A RM 035960. Credit amount $10,290. Bid deadline Jan. 23. Paramount Corp., 110-A, Gordhandas Market, Karachi 2. Cable: TUBACCO.

▪ Cold rolled close annealed mild steel sheets, open hearth, pickled, oiled, drawing quality, satin finish, packed single paper wrapped in 6,000 lb. gross max. metal container, banded on skids 4″ max., U.S. gage 12, 16, 18, 20 x 36″ x 96″, 30 long tons. Loan 7; U.S. source. S/A RM 039905. Credit amount $6,090. Bid deadline Jan. 17. Regal Manufacturing Co., 130 Ferozepur Rd., Ichhra, Lahore.

▪ M.S. plates, prime quality, size 3′ x 8′, 4′ x 8′; galvanized plain sheets, prime quality, 1.25 oz. zinc coating, 3′ x 6″ long, U.S. gage, 28, 30, 31, 32; B.P. sheets, hot rolled, prime quality, U.S. gage, 18, 20, 22, 24. Loan 7; U.S. source. S/A RM 055268. Credit amount $21,000. Bid deadline Jan. 16. North Bengal Iron & Steel Industries, 79/A, Purana Paltan Line, Dacca.

▪ Bright copper coated wire, wet tempered with tensile strength of 90/110 kilos per sq. mm., suitable for manufacturing sofa spring, gages 8-14. Loan 7; U.S. source. S/A RM 036171. Credit amount $21,000. Bid deadline Jan. 17. Punjab Furniture House, Bori Bazar, Saddar, Karachi.

▪ Coke tinplate, prime U/A 1.25 lb. coating, 107 lb. base weight, 18¾″ x 28″, 20″ x 30″, about 50 tons in ratio of 67 and 33% respectively; electrolytic tinplate waste waste, assorted to size and gage, bright finish, 18″ x 24″ and larger, about 10 tons. Loan 7; U.S. source. S/A RM 036157. Credit amount $12,198. Bid deadline Jan. 17. Zamin Traders, Ramji Somaya Rd., off Lawrence Rd., Karachi. Cable: RIZWAN, Karachi.

▪ Tinplate, coke quality rolled hot dipped, 1.25 coating or electrolytic 0.75 coating, 108 substance, in both 18¾″ x 28″ x 30 gage and 20″ x 30″ x 30 gage. Loan 7; U.S. source. S/A RM 036160. Credit amount $11,566. Bid deadline Jan. 17. Bengal Oil Mills, Ltd., Jodia Bazar, Karachi. Cable: BENGALI.

▪ M.S. billets, 2″ x 2″, 18-22 ft. in length. Loan 7; U.S. source. S/A RM 036141. Credit amount $60,033. Bid deadline Jan. 17. Yusuf Re-Rolling Mills, B/13, S.I.T.E., Manghopir Rd., Karachi 16.

▪ Cold reduced coke prime tinplate; hot dipped with 1.25 lb. coating; sizes 28 x 18¾″ gage, 30, and 20 x 30″ gage, 30; in ratio of 3 to 1 respectively. Loan 7; U.S. source. S/A RM 036144. Credit amount $17,769. Bid deadline Jan. 17. Pakistan Oil Products, Khori Garden, Rambharti St., Karachi.

▪ Galvanized iron steel in random lengths of 18-21′ and/or black steel pipe, seamless welded, in random lengths of 18-21′. Loan 7; U.S. source. S/A RM 055221. Credit amount $14,700. Bid deadline Jan. 18. Haleem Engineering Works, Ltd., Dost Bldg. (opp. G.P.O.), M.A. Jinnah Rd., Chittagong. Cable: HALEEMENG.

▪ Prime electrolytic tinplate, 0.75 lb. coating, 90, 100, 107 lb. substance base weight, min. size 20″ x 30″. Loan 7; U.S. source. S/A RM 036158. Credit amount $48,794. Bid deadline Jan. 19. Haidary Tin Factory, Ltd., C/41 Estate Ave., S.I.T.E., Karachi.

Sudan

● Rails, 90 lb., length 36′ to standard drawing P 435 A, in accordance with British Standard Specification 11-1959, sec. 2, 12,500 metric tons. Tender 2741, bid deadline Feb. 6. Sudan Railways, Controller of Stores, Atbara. Deposit of £2,000 must be submitted with tender.★ (WO 7-2363.)

332 Iron, Steel Foundry Products

Greece

★★ Steel plate. Agency. Henri J. Mallah, 26 Venizelou St., Thessaloniki. I.R.-121.

334 Secondary Smelting, Refining Nonferrous Metals

Philippines

★★ Silicon steel for fluorescent light ballasts (4 watts loss per kilo, 1 mm. thick, in sheets 4 by 8 ft). Radio Electronic Headquarters, Inc. Rehco, 173 P. Gomez, P.O. Box 1400, San Juan, Rizal. WTD 2/19/62. I.R.-508.

335 Rolling, Drawing, Extruding Nonferrous Metals

Greece

★★ Bronze wire netting for paper machinery. Nicos Zygourakis, 89 Riga Ferraiou St., Patras. I.R.-156.

Korea

● Telephone cable equipment, estimated value $104,000. Tender KFX-2132-S, bid deadline Jan. 21. Office of Supply, Government of Republic of Korea.★ (WO 7-2162.)

336 Nonferrous Foundry Products

France

Cast-aluminum kitchenware, high quality. Transexim (importing distributor), Ceyreste, Bouches-du-Rhone. WTD 12/4/62.

342 Cutlery, Handtools, General Hardware

France

Cutlery items, kitchen aids; high quality. Transexim (importing distributor), Ceyreste, Bouches-du-Rhone. WTD 12/4/62.

Greece

★★ Automobile service station tools, equipment. Anastassios E. Tzortzis, 141 Megalou Alexandrou St., Thessaloniki. I.R.-136.

343 Heating Apparatus

Iraq

Household heating stoves. Direct purchase and agency. Bashir Aboody Al-Banna (importer, wholesaler, retailer), Bahbahani Bldg., Shorja Market, Baghdad. WTD 12/4/62.

344 Fabricated Structural Metal Products

Greece

★★ Prefabricated steel buildings. Miltos Valsamakis "Marine Supplier," 3 D. Gounari St., Piraeus. I.R.-50.

Sweden

Structural steel. AB G. Hammarqvists Verkstader, Jarnmalmsgatan, Vasteras. WTD 6/19/62.

346 Metal Stampings

France

Kitchenware of stamped, spun aluminum, stainless steel, other stamped metals; high quality. Transexim (importing distributor), Ceyreste, Bouches-du-Rhone. WTD 12/4/62.

Greece

★★ Aluminum, steel household wares. D. Vellis & Son, 5 Monastiraki Sq., Athens. I.R.-40.

351 Engines, Turbines

Kuwait

▪ Supply, installation of 3 steam generator units, cap. 700,000 lb. per hour each, gas or gas oil operated on pressure of 925 p.s.i., approx. temp. 915°F. Tender 22/2/113-62/63. Supply, installation of 3 turbine generators, cap. 65,000 kw. each with accessory equipment. Tender 22/2/114-62/63. Bid deadline Mar. 2. Ministry of Electricity & Water, Mubarak al-Kabir St., Kuwait. Specs. available from Kuwaiti Embassy, Shoreham Hotel, Washington 8, D.C., for $84.

Malaya

Marine diesel engines. Associated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

352 Farm Machinery, Equipment

Greece

★★ Farm tractors, machinery. Catapodis Triantaphyllos & Co., Ltd., 27 Capodistriou St., Athens. I.R.-83.

★★ Farm machinery. Ioackim G. Tsaligopoulos, 17 Rue Valaoritou, Thessaloniki. I.R.-16.

★★ Tractors, farm implements. G. Kendros & G. Makris. O.E., 30 Petraki St., Athens. I.R.-81.

353 Construction, Mining, Materials Handling Machinery, Equipment

Canada

Conveyors. General Iron Works Co. (manufacturer), 7733 18th Ave., Ville St. Michel, Montreal 38. WTD 12/13/62.

Greece

★★ Heavy construction equipment, road-building machinery. Hellas-America, Inc., 126 Syngrou Ave., Athens. I.R.-11.

India

● 75-ton heavy lift crawler crane. Ref. D/ENQ/607, bid deadline Jan. 17. Chief Engineer, Madras Port Trust, Madras 1. Tender available from India Supply Mission, 2536 Mass. Ave., N.W., Washington 8, D.C., for $2.10. Worldwide under I.B.R.D. loan.

● Diamond drilling accessories core barrels: Double tube core barrel larger series "L" type, swivel type 10′ long complete with T.C. inserted head split ring core lifter inner tube extension blank ream-shell and blank bottom discharge bit size 2¾″ x 3⅞″ complete assembly and various quantities and types of spare parts for above. Director Geological Survey of India. Tender SE-596, bid deadline Feb. 8. Copies of specs. available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Pakistan

Pulley blocks, winches, overhead conveyors, ropeways, suspended railways, cranes, scrapers, continuous transporters, railless floor line conveyors. Direct purchase and agency. International Inlands

(importing distributor, commission merchant), 81/16 The Mall, Lahore. WTD 10/10/62.

354 Metalworking Machinery, Equipment

El Salvador

Plant to make mild steel for production of steel furniture. Carlos Aviles (importer, shipping agent, commission agent), 25 Ave. Sur 662, San Salvador. WTD 3/17/60.

Gabon

1 small fuel-operated furnace for melting aluminum; several molds for casting aluminum pots; requests replies in French; if necessary to correspond in English, mail to U.S. Embassy in Libreville for translation. Fonderie A. Ntoutoume (manufacturer, distributor), B.P. 744, Libreville. WTD 11/28/62.

Greece

★★ Used, rebuilt, reconditioned machine tools. Hellas-America, Inc., 126 Syngrou Ave., Athens. I.R.-11.

Kuwait

Rolling mill for production of reinforcing bars from local scrap iron, cap. 10,000 tons yearly; proposal for construction, partnership in operations or both. Abdul Mohsen F. Thuwainy (merchant, contractor), P.O. Box 171, Kuwait. WTD 1/25/61.

Sweden

Pneumatic machine tools. AB Fagermann & Andren, Lindesberg. WTD 8/27/62.

355 Special Industry Machinery

Canada

Breweries' machinery. General Iron Works Co. (manufacturer), 7733 18th Ave., Ville St. Michel, Montreal 38. WTD 12/13/62.

Ceylon

Heavy woodworking machinery such as log band mills. Y. I. Jafferjee, Jafferjee Bros., Import Dept. (importing distributor, manufacturer), 161 Prince St., Colombo 11. WTD 8/3/62.

France

Binding machines, processing machines used in bookbinding; requests replies in French. Direct purchase and agency. Ets. O. Heinsius (importer), 185 ave. du Maine. Paris 14e.

Automatic plastic extruding machines, medium duty, designed for continuous extrusion of corrugated polyvinyl sheets for use in building industry. Lumifor (wholesaler, manufacturer), 38 rue des Menuts, Bordeaux, Gironde. WTD 12/14/62.

Wood pressure curtain coater, machines for printing on wood. Direct purchase and agency. Ets. Frei Boulogne (importer), 11 rue Louis Francais, Boulogne (Seine).

Greece

★★ Bakery equipment. Vassilios Spiropoulos Bros., 8 Karamanlaki St., Athens. I.R.-91.

★★ Silkscreen process printing presses. Chris. E. Karaelias, 91 Rangavi St., Athens 704. I.R.-76.

★★ Soft drink bottling machinery. Mouzouraki Bros., Bottling Co., 24 Cypros St., Athens 303. I.R.-105.

★★ Food canning machinery. George Tourassis, 10 Gr. Jalikis, Thessaloniki. I.R.-17.

★★ Food packaging machinery. Michael Eleftheratos, 11 Mitropoleos Sq., Athens. I.R.-66.

★★ Machinery for manufacturing sausage. Arnol-Balcan Co., 6 Metropolitan Genadiou St., Thessaloniki. NCIA. I.R.-137.

★★ Shoe machinery, accessories. Maximos Zachariades, 46 Ptolemeon St., Thessaloniki. I.R.-133.

India

■ Amendment in schedule to tender project/3047-N(D)/Tunnel Boring/I for tunnel boring machine as follows: Time and date of receipt and opening of tender Jan. 16; add "Purchase is to be financed under A.I.D. loan"; heading "A" to read "Specification for tunnel boring machine," p. 2, 2d par., to read "Conveyor haulage shall be required to convey spoil from tunnel face to the outside of the tunnel over a maximum distance of 2,900 ft."; length of tunnel in line 2, p. and l. 36, p. 2, to read "2,750 ft.; cost of monorail hoist should be quoted separately, also"; voltage specified as 11,000 v. in l. 39, p. 2, ll. 35 and 40, p. 3, should read "3,300 volts"; after subpar. 4, "the bidder shall quote for such a transformer (to step down voltage from 3,300 volts to the working voltage required for the machine) to be imported with the main machine. All other terms and conditions remain unaltered." Loan 217; U.S. source. India Supply Mission. 2536 Mass. Ave., NW., Washington 8, D.C. (INTERNATIONAL COMMERCE, Nov. 19, p. 48.)

■ Plant for manufacture of building slabs of compressed straw, with cap. of about 500 sq. ft. per hour, comprising type 1 machine, complete with electrical motors, 440 v., 3/50 c., to be delivered at Bhilai or Burg. Loan 144; worldwide. Ref. NSIC/HP/2B-3043/62. Bid deadline Jan. 15. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Italy

★★ Manufacturer of billiard tables seeks woodworking machinery. De Agostini Fratelli, Corso Vittorio Emanuele 44, Torino. NCIA. I.R.-187.

★★ Woolen textile manufacturer interested in purchase of wool combing, spinning, weaving machinery; finishing, dyeing machines for wool. Lanificio Albino Botto, Strona (Vercelli). I.R.-182.

★★ Bottler of aperitifs wishes to modernize with fully automatic machinery for cleaning, filling, capping, labeling 1 l. bottles. Aperitivi D'Italia, Via Nazionale 56, Cuneo. I.R.-184. ★

Libya

Machinery, raw products for dairy products processing plant, 20,000-25,000 qt. capacity, mainly reconstituted with small supply of local fresh milk; requests correspondence be sent to Tripoli, copy to Sahara Oil Field Services, Ltd., S.A., 1415 National Bank Bldg., Oklahoma City, Okla. Sahara Oil Field Services Co., Ltd. (oil field services), P.O. Box 800, Tripoli. WTD 5/7/62.

North Borneo

Machinery to manufacture 1 million cigarettes daily; wrapping, packaging equipment for filtered, nonmentholated brands, regular size, 20 cigarettes per package; requests c.i.f. Sandakan price quotations with brochures, specs. Khoo Chaw Choon, Teck Heng Loong Bros. (importer, exporter), P.O. Box 152, Sandakan.

Sweden

Equipment for paper, cellulose industries, such as water purification filters, apparatus for converting paper. AB C.J. Wennbergs Mekaniska Verkstad, Vikengatan 11, Karlstad 1. WTD 6/21/62.

356 General Industrial Machinery, Equipment

Burma

● Air compressors, 20, 3-ph., 50-c., 380/440 v. motor, free air delivery, 60 c.f.m. at 100 p.s.i. working pressure. Tender DPES 51/63, bid deadline Jan. 10. Rewinding material for air compressor consisting of 400 yd. leatheroid paper, 400 yd. zinc strip, 6,000 yd. piano wire. Tender DPES, 23/63, bid deadline Jan. 15. Revolutionary Government of Union of Burma, Office of Director of Procurement, Defence Dept., Rangoon. ★ (WO 7-5589.)

Canada

Ovens. General Iron Works Co. (manufacturer), 7733 18th Ave., Ville St. Michel, Montreal 38. WTD 12/13/62.

Greece

★★ Industrial filtering equipment. Basil C. Vassiliades, 4 Themistocleou St., Athens. I.R.-86.

India

■ Stationary air compressor required by Sabarigiri (Pamba) Hydro-Electric Power Station, Kerala State. U.S. source. Tender S/8/DLF/SUP, bid deadline Jan. 15. Tender forms including specifications of tender requirements available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Italy

★★ Asbestos plant seeks proposal for packaging asbestos fibers in 50 kilo units, offer on required machinery. Amiantifera Di Balangero—Balangero (Torino). I.R.-183.

Malaya

Water pumps. Associated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

Pakistan

● Miscellaneous stores; sump pump, bit grinder, punch, binding machine, plastic binding element. Tender VA-3/AID/407/66572/c/62, bid deadline Jan. 15. Director General of Supply & Development, Ministry of Industries, Frere Rd., Karachi. ★ (WO 7-5589.)

357 Office, Computing, Accounting Machines

France

Office machines, equipment; requests replies in French. Direct purchase and agency. Grog & Cie. (importer, dealer), 37 ave. George V, Paris.

Office equipment; requests replies in French. Cie. Nationale des Machines de Bureau (importer, dealer), 24 rue de l'Arcade, Paris 8e.

Office machines. Direct purchase and agency. Compagnie Real-Ets. C. Mamet (importer), 59 rue de Richelieu, Paris 2e. WTD 9/10/61.

Office machines, equipment. Direct purchase and agency. Courvoisier & Cie. (importer, dealer), 21 blvd. Voltaire, Paris 11e.

358 Service Industry Machines

Greece

★★ Stamp dispensing machines. Vasilios Spiropoulos Bros., 8 Karamanlaki St., Athens. NCIA. I.R.-92.

★★ Air-conditioning equipment. George P. Gounaras, 1 Karitsi St., Athens. I.R.-94.

★★ Air-conditioning equipment. Der Firma Solinourgia Athinon A.E., 260 Piraeus St., Athens. I.R.-108.

★★ Portable steam-cleaning machinery. Nicholaos Karalis. Agency. 41 Valaoritou St., Thessaloniki. I.R.-72.

Malaya

Refrigeration equipment, parts. Asso-

ciated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

▪ Coleman Polar Prince air-cooled air conditioners, model 6222, 5 tons, 61,000 BTU condensing and evaporator, thermostat control, 6 pieces; 1 piece Coleman Polar Prince air-cooled remote air conditioners, model 6224, 7½ tons. Loan 53; U.S. source. IL 168304. Credit amount $5,460. Bid deadline Jan. 19. Sadiq Traders, Ltd., Old Currency House, Grant Rd., P.O. Box 4117, Karachi 2. Cable: SEABIRD.

361 Switchgear Apparatus

Thailand

▪ Service entrance switches, fuse. Loan 19; worldwide. Inv. PDC-MEA-144. Bid deadline Jan. 18. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete bid invitation available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

362 Electrical Industrial Apparatus

France

Arc-welding equipment, mobile, statical and rotative units, electric a.c.-d.c. combination, other types, including engine-driven welders, from light-heavy duty apparatus. Direct purchase and sales and distribution agency for France or section thereof. Ets. Fourni-Auto (Andre Thevin & Cie.) (wholesaler), 116 rue Fondaudege, Bordeaux, Gironde. WTD 10/2/62.

Greece

★★ Industrial electric controls. Nicolas Pazaroglou, 5 St. Mina, Thessaloniki. I.R.-118.

India

▪ Horizontal type 104"-150 kv.-a., 440 v., 50 c. wire fabric welder with transformer and control cabinet, max. pitch 13", min. wire spacing, 2" x 2", to be delivered at Ahmedabad. Ref. NSIC/HP/2B-3142/62. Chain bending machine for bending short and long links, chains with side closing to be electrically welded, in wire gages of about 158"-394" (4-10 mm.), with complete set of tools and attachments; chain welding machine for electrically welding chains with side closing and removing burr of welding, in wire gages of about 197"-394" (5-10 mm.), with complete set of tools, set of extra tools, to be delivered at Shivpuri. Ref. NSIC/HP/2B-3198/62. Bid deadline Jan. 17. Dual straightening and cut-off machine, complete with 7½ h.p., 3 ph. motor, embodying rotary spinning device, complete with 4 sets of dies for straightening wires from 12-4 G; semi-automatic cross wire feed; standard type "AA" patent fabric welders, arranged for motor drive; complete with accessories, 5 hp. motor; fabric coiling mechanism machine; to be delivered at Nizamabad Rly. Stn. Ref. NSIC/HP/2M-3517/62. Bid deadline Jan. 20. Loan 144; worldwide. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

▪ 45,000 sq. ft., 2-pass, divided water box condensers, 4, complete with tubes, auxiliary equipment including steam jet ejectors, vertical circulating water pumps with motor drives, vertical condensate pumps; bidders required to design, fabricate, test, and deliver to job side in Talcher, Orissa, services of erection supt. must also be furnished by bidder. Loan 190; U.S. source. Spec. 1396-MS-3. Bid deadline Jan. 25. Government of Orissa, Office of Engineer-in-Charge, Talcher Thermal Scheme, Bhubaneswar 1, Orissa. Copies of specs. available to qualified bidders from Gibbs & Hill, Inc. (attention: H. A. Johnson), 393 Seventh Ave., New York 1.

363 Household Appliances

Iraq

Household cooking stoves, ranges. Direct purchase and agency. Bashir Aboody Al-Banna (importer, wholesaler, retailer), Bahbahani Bldg., Shorja Market, Baghdad. WTD 12/4/62.

Gas cooking stoves, electric refrigerators, washing machines. Direct purchase and exclusive agency. Ahmed Al-Bassam (importer, wholesaler, retailer, agent), 11-11 Safafir St., Baghdad. WTD 11/30/62.

364 Electric Lighting Equipment

Greece

★★ Electrical lighting equipment. Hellenic Electrotechnical, 38 Bouboulinas St., Athens. I.R.-116.

365 Radio, Television Sets

Greece

★★ Wishes to assemble television sets from U.S. parts. "B.H.M.A.," 25 Vas. Herakleiou St., Thessaloniki. I.R.-131.

★★ Seeks agency for phonograph records. Phonotechinc & Co., Academy Ave. 61, Athens. I.R.-9A.

366 Communication Equipment

Greece

★★ Mobile 2-way radio equipment. Titos T. Kamaras, 23 Praxitelous St., Athens. I.R.-51.

Korea

● Supply of teletypewriters with Korean characters for use on telex circuits spare parts, splicing sleeves, trucks, motorcycles for use in communications work, radio monitoring for testing equipment. Invitation KFX-2130-S (parts I, II, III, IV), bid deadline 10 a.m Jan. 11. Office of Supply (OSROK,) Goverment of Republic of Korea, Seoul. Copy of tender document available for review in Communications Industries Division, Room 4805, Department of Commerce, Washington 25, D.C.★ (WO 7-4822.)

Netherlands Antilles

Radio transmitter for local broadcasting, 1,000 w.; radio antenna up to 100'; requests financing up to 20 months. N.C. Wathey, Voice of St. Martin (radio station), Philipsburg, St. Martin.

371 Motor Vehicles, Equipment

Greece

★★ Agency for automotive parts, accessories. Anastassios E Tzortzis, 141 Megalou Alexandrou, Thessaloniki. I.R.-64.

★★ Agency for auto vehicles, parts. Ierocles Spyridopoulos, 47 Stoa Kolombou, Thessaloniki. I.R.-29.

India

▪ Motor vehicle parts. Loan 217; U.S. source. IL A-592098/61/AU-DW/CCI/HQ/RM. Ref. 60(348)/62-AID(1). Bid deadline Jan. 22. Hindustan Motors, Ltd., 15 India Exchange Pl., Calcutta 1.★

381 Engineering, Laboratory, Scientific, Research Instruments

India

● 1 spiral classifier, 1 set pressure filter tanks, 1 infrared dryer, porcelain pebble jar mill, toothed roll crusher, contact angle measuring apparatus. Tender Enquiry SE-593, bid deadline Jan. 30. 1 autoclave for high pressure metallurgical work on ores, minerals; 1 laboratory roasting furnace Herreshoffing unit; 1 pyrometer, 6 thermocouples for measuring temp. Tender Enquiry SE-594, bid deadline Feb. 4. Director, India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.★ (WO 7-2312.)

383 Optical Instruments, Lenses

Germany

Pinhole detectors: devices to detect minute holes in cigarette paper optically. P. W. Weidling & Sohn K.G. (importing distributor), Postfach 1614, 44 Muenster/Westfalen. WTD 9/21/62.

386 Photographic Equipment, Supplies

Greece

● Photocopy paper for multicopy developing machine. Tender DGY-947, bid deadline Jan. 18. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★ (WO 7-2778.)

★★ All types of X-ray, movie, photographic film. Emtex Ltd., 9 Zaimi St., Athens. I.R.-10.

Italy

★★ Large distributor of photo supplies seeks agency for U.S. photographic supplies, equipment, particularly for industrial, scientific, medical applications; also portable cinema light. Ropola S.a.s., Via Gianone 8-Torino. I.R.-186.

391 Jewelry, Silverware, Plated Ware

France

Stainless-steel flatware; high quality. Transexim (importing distributor), Ceyreste, Bouches-du-Rhone. WTD 12/4/62.

394 Toys; Amusement, Sporting, Athletic Goods

Sweden

Sporting, camping articles. AB Elof Malmberg, Gavle. WTD 5/23/62.

395 Pens; Pencils; Other Office, Artists' Materials

France

Office supplies; requests replies in French. Direct purchase and agency. Grog & Cie. (importer, dealer), 37 ave. George V, Paris.

Office supplies. Direct purchase and agency. Courvoisier & Cie. (importer, dealer), 21 blvd. Voltaire, Paris 11e.

399 Miscellaneous Manufacturing Industry Products

France

Artware, high quality. Transexim (importing distributor), Ceyreste, Bouches-du-Rhone. WTD 12/4/62.

Nigeria

Novelty, specialty goods for advertising purposes; requests price quotations c.i.f. Lagos or Apapa in lb. sterling. Direct purchase and agency. Triumph Enterprises (1957), Ltd. (importer, wholesaler, retailer), P.O. Box 513, Lagos. WTD 12/4/62.

507 Hardware

Greece

★★ Building hardware. Alexander Koroneo, 43 Voulis St., Athens. NCIA. I.R.-103.

509 Miscellaneous Wholesale Products

Libya

Military surplus items: Clothing in new condition only, boots, tunics, trousers, overcoats, sweaters; new or used condition, canvas tents, blankets, camping equipment and utensils, jerry cans; request price quotations c.i.f. Tripoli and/or Benghazi in dollars sterling, or preferably both. Haj Junes Ben Sreiti (importing distributor), P.O. Box 183, Benghazi. WTD 11/29/62.

Malaya

Old or once read newspapers. Associated Malayan Traders & Shippers (importer, exporter, commission merchant, indent agent), 33-C Beach St., Overseas Union Bank Bldg., Penang. WTD 11/28/62.

739 Business Services

Greece

★★ Resident representative seeking new lines. E.R.C.-Middle East (Economic Research Corp.), 7 Pindarou St., Athens. I.R.-21.

891 Engineering Services

Ceylon

Wishes to act as local agent for prospective bidders on Kankesanturai Harbor Development Project. (INTERNATIONAL COMMERCE, November 12, p. 25.) J. D. McLaren & Co. (Ceylon), Ltd. (shipping agent, broker), Hongkong & Shanghai Bank Bldg., Colombo.

Italy

★★ Seeks steel company or industrial consultant firm to supply complete technical know-how for modern steel fabricating plant, foundry. Vernon E. Di Mars, Via Manzoni, 120/A, Naples. NCIA. I.R.-137.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

Sweden

Canned food; fresh, dried fruits. AB Rich. Ch. Larsson & Co., Ltd., Norr Malarstrand 74, Stockholm. WTD 2/10/60.

201 Meat Products

Sweden

Canned, fresh meat. Sven Schalin AB, Rasundavagen 64, Solna. WTD 4/11/62.

208 Beverage Industry Products

Sweden

Citrus concentrates. Sven Schalin AB, Rasundavagen 64, Solna. WTD 4/11/62.

220 Textile Mill Products

New Zealand

All types of textiles; both natural, manmade fibers; for clothing, soft furnishings. H.W. Airey Co., Ltd. (sales agent), P.O. Box 5477 or 139 Albert St., Auckland. WTD 12/12/62.

Novelty slub yarns, composition linen 65%, rayon 35%; novelty straw synthetic yarn; novelty pure silk yarn; novelty imitation silk; requests replies from mills only. Compass Textiles Ltd. (manufacturer's representative, indent agent), P.O. Box 2554 or Armishaw's Bldg., 102 Albert St., Auckland. WTD 11/21/62.

242 Sawmill, Planing Mill Products

South Africa

Hardwood lumber, such as birch, beech, walnut, oak, for manufacture of furniture, joinery work; requests replies from exporters not represented in Western Cape Province of Republic of South Africa. M.M. Roseman (manufacturer's agent), 530 Grand Parade Centre, Adderley St., or P.O. Box 3391, Cape Town. WTD 11/29/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

South Africa

Highly decorative wood veneers for furniture industry, paneling; requests replies from manufacturers or their sole export house not represented in Western Cape Province of Republic of South Africa. M. M. Roseman (manufacturer's agent), 530 Grand Parade Centre, Adderley St., or P.O. Box 3391, Cape Town. WTD 11/29/62.

249 Miscellaneous Wood Products

Sweden

Teak wood ornaments. Harry N. Bostrom, Byggmastaregatan, Borlange. WTD 9/21/62.

251 Household Furniture

Sweden

Furniture for teenagers. Harry N. Bostrom, Byggmastaregatan, Borlange. WTD 9/21/62.

265 Paperboard Containers, Boxes

Sweden

Light packages for pharmaceuticals, cosmetics. Kemiflor AB, Sveavagen 9, Stockholm. WTD 4/11/62.

280 Chemicals, Related Products

Tunisia

Chemicals, pharmaceuticals, Société Tunisienne d'Equipement et de Fourniture (commission merchant), 20 Rue d'Angleterre, Tunis. WTD 11/30/62.

281 Industrial Chemicals

New Zealand

Anticorrosion compounds for treatment of metal surfaces, electric equipment; preferably backed in 1 lb. aerosol cans, 1 and 5 gal. cans. Sulphur & Chemical Importing Co., Ltd. (importer, exporter, merchant), C.P.O. Box 2294, Auckland, C.1. WTD 12/10/62.

Sweden

Chemicals. Skandinaviska Elmateriel AB, Karlavagen 56, Stockholm. WTD 5/18/62.

Chemicals. Apoteksvarucentralen Vitrum AB, P.O. Box 12170, Stockholm 12. WTD 9/24/62.

Industrial chemicals. Frank Allan Thomson, Linnegatan 3, Stockholm O. WTD 12/4/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

South Africa

Polyurethane insulation for temperature control in coldrooms, air-conditioning installations; requests replies from manufacturers or their sole export house not represented in Western Cape Province of Republic of South Africa. M. M. Roseman (manufacturer's agent), 530 Grand Parade Center, Adderley St., or P.O. Box 3391, Cape Town. WTD 11/29/62.

Plastics materials: Cellulose, acetate, butyrate, molding powders, acrylic sheets either cold cast or extruded; requests replies from manufacturers or their sole export house. Exclusive agency for Republic of South Africa. W. K. Croxton (Pty.), Ltd. (manufacturer's agent), 18 Green St. or P.O. Box 1368, Cape Town. WTD 3/13/62.

283 Drugs

Sweden

Pharmaceuticals. Apoteksvarucentral Vitrum AB, P.O. Box 12170, Stockholm 12. WTD 9/24/62.

Pharmaceutical, medical products; vitamin preparations. Fifth Avenue, Box 12177, Stockholm 12. WTD 7/13/62.

284 Cosmetics

Sweden

Cosmetics. Apoteksvarucentralen Vitrum AB P.O. Box 12170, Stockholm 12. WTD 9/24/62.

Cosmetics. Fifth Avenue, Box 12177, Stockholm 12. WTD 7/13/62.

289 Miscellaneous Chemical Products

Sweden

Essential oils. Sven Schalin AB, Rasundavagen 64, Solna. WTD 4/11/62.

300 Rubber, Miscellaneous Plastics Products

France

Items made of rubber, plastic: transmission belts; conveyor belts, bands; hoses, pipes; sheet materials; vibration absorbers; insulating, stuffing materials; floor, wall coverings; requests replies in French. Ets. Georges Schneider (importing wholesaler), 25 rue de la Republique, Guebwiller (Haut-Rhin). WTD 10/31/62.

307 Miscellaneous Plastics Products

Sweden

Plastic household equipment. Fifth Avenue, Box 12177, Stockholm 12. WTD 7/13/62.

322 Glass, Glassware

Rhodesia, Nyasaland

Kitchen glassware. Housewares (Pvt.), Ltd. (manufacturer's agent, importer), P.O. Box 858, Salisbury, Southern Rhodesia. WTD 1/16/62.

Sweden

Household glassware. Fifth Avenue, Box 12177, Stockholm 12. WTD 7/13/62.

323 Glass Products

Sweden

Mirrors. Harry N. Bostrom, Byggmastaregatan, Borlange. WTD 9/21/62.

326 Pottery, Related Products

Rhodesia, Nyasaland

Kitchen pottery, crockery. Housewares (Pvt.), Ltd. (manufacturer's agent, importer), P.O. Box 858, Salisbury, Southern Rhodesia. WTD 1/16/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

France

Gaskets made of rubber, plastic materials, asbestos, vulcanized fibers, other materials; requests replies in French. Ets. Georges Schneider (importing wholesaler), 25 rue de la Republique, Guebwiller (Haut-Rhin). WTD 10/31/62.

342 Cutlery, Handtools, General Hardware

Rhodesia, Nyasaland

Handtools, builders' hardware; good quality. Coombe & Bicknell (Pvt.), Ltd. (manufacturer's representative), P.O. Box 2579, Salisbury, Southern Rhodesia. WTD 1/10/62.

Kitchen gadgets. Housewares (Pvt.), Ltd. (manufacturer's agent, importer), P.O. Box 858, Salisbury, Southern Rhodesia. WTD 1/16/62.

South Africa

Tools, builders' hardware. Apwood (Pty.), Ltd. (manufacturer's agent), 404 Commercial Exchange Bldgs., 7 Harrison St., Johannesburg. WTD 11/27/62.

Sweden

Household cutlery, gadgets, aids. Fifth Avenue, Box 12177, Stockholm 12. WTD 7/13/62.

349 Miscellaneous Fabricated Metal Products

Sweden

Gift, household goods made of iron, brass, copper, tin. Harry N. Bostrom, Byggmastaregatan, Borlange. WTD 9/21/62.

High pressure (over 200 kp/cm.2) hydraulic valves. Monsun AB, Jarnvagsgatan 12, Sundbyberg. WTD 10/24/62.

351 Engines, Turbines

Pakistan

Steam engines, steam boilers, furnaces, diesel engines; water, wind powerplants. International Inlands (importing distributor, commission merchant), 81/16 The Mall, Lahore. WTD 10/10/62.

352 Farm Machinery, Equipment

Tunisia

Agricultural supplies, equipment. Société Tunisienne d'Equipment et de Fourniture (commission merchant), 20 rue d'Angleterre, Tunis. WTD 11/30/62.

354 Metalworking Machinery, Equipment

Pakistan

Gas welding equipment; workshop equipment: lathes, drilling machines (hand driven, electric driven, pneumatic), power presses, saw machines, grinding machines, vices, hardware tools, jigsaws, wrenches of all sorts, blowers, bending machines for sheets, pipes. International Inlands (importing distributor, commission merchant), 81/16 The Mall, Lahore. WTD 10/10/62.

South Africa

Welding equipment. Apwood (Pty.), Ltd. (manufacturer's agent), 404 Commercial Exchange Bldgs., 7 Harrison St., Johannesburg. WTD 11/27/62.

355 Special Industry Machinery

Sweden

Power chain saws. AB Linco, Linnegatan 31, Stockholm. WTD 4/27/62.

356 General Industrial Machinery, Equipment

France

Packing machines for paper industry. General agency for Common Market countries. Cemi-Compagnie Europeenne de Material Industriel (importer), 134 rue du Fg-St-Honore, Paris 8e. WTD 7/23/62.

Pakistan

Pumps for special purposes, air pumps, centrifugal pumps; compressed air plants, machines and tools, sand blast machines, blowers, compressed air motors, air and gas compressors; machine components: transmission components, lubricators, pipelines, flexible tubes, fittings, shut-off devices for liquids, gases, steam, air. International Inlands (importing distributor, commission merchant), 81/16 The Mall, Lahore. WTD 10/10/62.

358 Service Industry Machines

Saudi Arabia

Domestic air conditioners. Exclusive agency. Al-Sulayman Co. (importing distributor, wholesaler, retailer), P.O. Box 1274, Jidda. WTD 10/22/60.

360 Electrical Machinery, Equipment, Supplies

Sweden

Electric measuring instruments, electrical components. Elektriska Instrument AB Elit, Lovasvagen 40-42, Bromma 12. WTD 9/24/62.

Electronic products. AB Elagenturer, Ostgotagatan 19, Stockholm. WTD 11/14/62.

361 Electric Transmission, Distribution Equipment

Sweden

Electronic measuring instruments, recorders. Ingeniorsfirman Sigurd Holm AB, Olshammarsgatan 89, Bandhagen. WTD 11/13/62.

Electrical, electronic measuring instruments, test equipment. Erik Ferner AB, Box 56, Bromma 1. WTD 8/23/62.

362 Electrical Industrial Apparatus

Pakistan

Welding apparatus, accessories. International Inlands (importing distributor, commission merchant), 81/16 The Mall, Lahore. WTD 10/10/62.

South Africa

Welding equipment. Apwood (Pty.), Ltd. (manufacturer's agent), 404 Commercial Exchange Bldgs., 7 Harrison St., Johannesburg. WTD 11/27/62.

363 Household Appliances

Saudi Arabia

Complete line of household appliances, including refrigerators, washing machines. Exclusive agency. Al-Sulayman Co. (importing distributor, wholesaler, retailer), P.O. Box 1274, Jidda. WTD 10/22/60.

Sweden

Household appliances. Fifth Avenue, Box 12177, Stockholm 12. WTD 7/13/62.

Tunisia

Refrigerators, from 110-280 liters; requests replies in French. Ets. Bembaron & Cie. (importing distributor), 7 rue Charles de Gaulle, Tunis. WTD 12/4/62.

365 Radio, Television Sets

Tunisia

Tape recorders; requests replies in French. Ets. Bembaron & Cie. (importing distributor), 7 rue Charles de Gaulle, Tunis. WTD 12/4/62.

366 Communication Equipment

New Zealand

Road safety equipment, road lamps, signs. Road Safety Products (N.Z.), Ltd. (retailer, wholesaler, distributor), P.O. Box 99, Lower Hutt, Wellington. WTD 12/6/62.

Tunisia

Military telecommunication equipment. Société Tunsienne d'Equipement et de Fourniture (commission merchant), 20 rue d'Angleterre, Tunis. WTD 11/30/62.

371 Motor Vehicles, Accessories

South Africa

Automotive spare parts, accessories. Apwood (Pty.), Ltd. (manufacturer's agent), 404 Commercial Exchange Bldgs., 7 Harrison St., Johannesburg. WTD 11/27/62.

375 Motorcycles, Bicycles, Parts

Sweden

3-wheel autos, bicycles, scooters; replacement parts. AB Cykelfabriken Fram, P.O. Box 3005, Uppsala. WTD 8/27/62.

381 Engineering, Laboratory, Scientific, Research Instruments

Pakistan

Testing machines: testing of building materials, ceramic and fireproof materials, glass, paper, leather, rubber, fibers, grease, oils, wax, colors, chemicals, grain, seeds; testing room equipment. International Inlands (importing distributor, com-

mission merchant), 81/16 The Mall, Lahore. WTD 10/10/62.

Sweden

Laboratory apparatus. Elektriska Instrument AB Elit, Lovasvagen 40-42, Bromma 12. WTD 9/24/62.

Laboratory glass, laboratory instruments, pharmaceutical glass. Instrumentfirma Labora, Birger Jarlsgatan 110, Stockholm Va. WTD 5/21/62.

384 Surgical, Medical, Dental Instruments, Supplies

France

Rubber, plastic garments, gloves, helmets for protection of workers; requests replies in French. Ets. Georges Schneider (importing wholesaler), 25 rue de la Republique, Guebwiller (Haut-Rhin). WTD 10/31/62.

Sweden

Surgical instruments. Apoteksvarucentralen Vitrum AB, P.O. Box 12170, Stockholm 12. WTD 9/24/62.

Tunisia

Hospital supplies, equipment. Société Tunisienne d'Equipement et de Fourniture (commission merchant), 20 rue d'Angleterre, Tunis. WTD 11/30/62.

394 Toys; Amusement, Sporting, Athletic Goods

Iran

Wide range of sports goods, including volley, basket, soccer, tennis balls; tennis, badminton rackets; fishing tackle, equipment; skis. Hasso Co., Inc. (limited partnership), 210 Ave. Shah, Tehran.

Sweden

Sporting goods. Stig W. Grondahl, Ervallakroken 5, Bandhagen. WTD 8/7/62.

399 Miscellaneous Manufacturing Industry Products

New Zealand

Road safety equipment, porcelain enameled signs. Road Safety Products (N.Z.), Ltd. (retailer, wholesaler, distributor), P.O. Box 99, Lower Hutt, Wellington. WTD 12/6/62.

Leads for Importers

Commodities are offered direct unless specified.

195 Small Arms

Spain

★★ Guns, shotguns. Eximtrade S.A., Serrano 51, Madrid. I.R.-40.

200 Food, Related Products

Greece

★★ Various canned goods. Andreas Tsigdinos & Cie., 2 Edessis, Thessaloniki. I.R.-28.

Spain

★★ Diet foods. Laboratorios Instituto Ulta., Gasgón de Gotor 4, Zaragoza. I.R.-266.

★★ Spanish foods. Fonseca S.A., Av. Generalisimo Franco 416, Barcelona. WTD 11/1/62. I.R.-50.

★★ Foodstuffs. Ruperto Busto, Paris 143, Barcelona. WTD 9/21/59. I.R.-34.★

203 Canning, Preserving Fruits, Vegetables, Seafoods

Greece

★★ Packaged, canned figs. Menelaos Baldji, 41 Stadiou St., Athens. I.R.-88.

★★ Specialty food products such as stuffed wine leaves, egg plant, squid. Pelican Canning Co., 25 Vermiou St., Thessaloniki. I.R.-26.

Spain

★★ Preserves, canned vegetables, fish. S.A. Afan De España De Comercio Exterior, Alcala 85, Madrid. NCIA. I.R.-17.

★★ Cuttle fish bone for use as bird food. Francisco Lilio Canet, Llano Zaidia 19, Valencia. I.R.-285.

204 Grain Mill Products

Greece

★★ Ricemeal. Konstandinos Othirides & Co., 5 Edessa St., Thessaloniki. I.R.-154.

Spain

★★ Rice starches. Casa G. Freitag, Alameda 40 (Jativa), Valencia. I.R.-415.

207 Confectionery, Related Products

India

Coir fiber, yarn, rope, door mats, mattings, rugs, carpets. Malabar Trading Corp., Ltd., Alleppey, S. India, P.O. Box 111. WTD 12/12/61.

Spain

★★ Spanish nougats. Suc. Hijos De A. Galiana Y Cia., Ltda., Generalisimo 90, Jijona (Alicante). I.R.-143.

208 Beverage Industry Products.

Italy

★★ Fruit syrups, almond milk. Ditta Hervingh di Mario Carchedi, Vico Tofa, 21 Naples. I.R.-142.

★★ Full line of Italian wines. Enotria, Cooperativa, Aprilia (Latina), I.R.-167.

Spain

★★ Wines—apertif, sherry, malaga. Balbino Lacosta, Coso 5, Zaragoza. NCIA. I.R.-356.

209 Miscellaneous Food Preparations, Related Products

Greece

★★ 1st quality Greek honey. Pittas Bros., 35 Socratous St., Athens. I.R.-115.

★★ Vegetable gum stabilizer. Agency. Vihep Greek Products Co. S.A., 34 Eolou St., Athens. I.R.-144.

Spain

★★ Fresh, dried garlic. Agency. Badosa Terradellas José, Rotas 15, Bañolas (Gerona). I.R.-232.

★★ Cream of tarter, potassium, sodium tarter. Pahi S.L., Port-Bou 76, Barcelona (Sans). I.R.-274.

★★ Carob bean seed. Francisco De La Fuente Hinojosa, Av. Barón de Cárcer 48, Valencia. NCIA. I.R.-324.

★★ Piñon nuts for use in baking. Angel Lopez Y Lopez, Pinoñes Mondados, Moguer (Huelva). I.R.-331.

★★ Olives, olive oil. Grupo Exportadores Aceitunas Verdes, Rosario 10, Sevilla. I.R.-347.

220 Textile Mill Products

Spain

★★ Textile products such as cotton, poplin. Hilaturas Y Tejidos De Levante, S.A., Castellón 4, Valencia. I.R.-316.

221 Broad Woven Fabric Mill Products, Cotton

Italy

★★ Cotton handkerchiefs. Apitexa Spa, Via Casati 31, Milan. NCIA. I.R.-127.

223 Broad Woven Fabric Mill Products, Wool

Greece

★★ Blankets. George Saliaris & Paul Saliaris, Stoa Saoul IIB, Thessaloniki. I.R.-54.

★★ Wool, worsted, synthetic fabrics. Nicolas Istikopoulos, St. Irinis St., 1, Athens. I.R.-19.

225 Knitting Mill Products

France

Deluxe clothes for women. Ets. Maurice Sabin, 25 ave. D'Alsace, Nice. WTD 1/25/56.

229 Miscellaneous Textile Goods

Italy

★★ Linen napkins, table cloths. Dr. Nino Pavia, 24 Via Paola, Rome. NCIA. I.R.-28.

★★ Cotton, linen handkerchiefs, coverlets. M.T.C. Manifattura Tessile Cotoniera, Via Nerino 5, Milan. I.R.-68.

★★ Furniture fabrics, upholstering material. Fratelli Limonta, Costa Masnago (Como). I.R.-109.

Spain

★★ Felt materials, industrial, cut parts, clothing. Juan Serra Y Graupera, Calle Platería 78, Barcelona. I.R.-211.

★★ Cloth netting for industrial use. Giro Hermanos S.A., Rdo. Antonio Romeu 70, Badalona (Barcelona). I.R.-216.

Greece

★★ Lace curtains. Sournopoulos Bros. & Co., 35 Dragoumi, Thessaloniki. I.R.-48.

231 Men's, Youth's, Boy's Suits, Coats, Overcoats

Spain

★★ Coats. Rubi-Art, Alfonso Primero 38, Zaragoza. I.R.-116.

★★ Men's slacks of cotton, wool, tergal; 60,000 per year production. Mariano Lacruz Berdejo, General Sueiro 41, Zaragoza. I.R.-112.

233 Women's, Misses', Outerwear

Spain

★★ Ladies' dresses. Alvi S.A., Jorge Juan 13, Valencia. I.R.-147.

236 Children's Outerwear

Spain

★★ Children's wear. Ademar S.A., Gran Vía Ramón y Cajal, Valencia. I.R.-400.

238 Miscellaneous Apparel, Accessories

Italy

★★ Cotton plastic raincoats for men, women, children. In. Co. M. S.P.A., Via del Salsero 127, Montecatini. I.R.-66.

Spain

★★ Handbags. Jesus Macia Espinosa, Cantó 3, Crevillente (Alicante). I.R.-381.

239 Fabricated Textile Products

Spain

★★ Wool blankets, coverbeds, rugs. Distributor. Salvador Barnes S.L., San Fernando 2, Lorca (Murcia). WTD 10/25/57. I.R.-411.★

249 Wood Products

Argentina

★★ All types, sizes wooden picture frames including rococo, baroque. Rinomat, S.A.I.C.F., W. Villafañe 1165, Buenos Aires. NCIA. I.R.-42.

Spain

★★ Wooden soles for ladies' shoes. Industrias Mendez, Av. Peris y Valero 102, Valencia. I.R.-408.

251 Household Furniture

Spain

★★ Furniture. Maidema Exportación S.A., Conde Altea 62, Valencia. I.R.-157.★

★★ Household furniture. Vicent-Miquel, Barón de Cárcer 48, Valencia. NCIA. I.R.-312.

259 Furniture, Fixtures

Spain

★★ Furniture, house furnishings. B.I. Quality Enterprises, Paseo de la Castellana 64, Madrid 1. I.R.-78.

280 Chemicals, Related Products

Spain

★★ Chemical products in general, dry-cleaning chemicals. Corona International Co., Vallehermoso 30, Madrid. I.R.-254.

281 Industrial, Organic Chemicals

Spain

★★ Paint chemicals. Industrias Quimicas Del Ebro, S.A., Calvo Sotelo 52, Zaragoza. I.R.-195.

283 Drugs

Spain

★★ Antiseptics. Jose Sanchez Murillo, Ejea de los Caballeros, Zaragoza. NCIA. I.R.-99.★

★★ Antivirus formula. Laboratorios Instituto Ulta., Gasgón de Gotor 4, Zaragoza. I.R.-266.★

★★ Pharmaceuticals, plasma fractions. Laboratorios Hubber S.A., Berlin 38-42, Barcelona. I.R.-220.★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Spain

★★ Perfumes. Agency. Perfumes Aromas Amalfi, Actor Mora 14, Valencia. WTD 3/4/58. I.R.-154.

★★ Perfumes. Pablo Vives Ques, Gran Vía Ramón y Cajal 8, Valencia. I.R.-144.

289 Chemical Products

Spain

★★ Menthol. Industrias G.M.B., S.L., Virgili 24, Barcelona. I.R.-330.

310 Leather, Leather Products

Spain

★★ Spanish leather goods. Federico Vicente Comenge, Alvareda 8, Zaragoza. NCIA. I.R.-305.

314 Footwear

Greece

★★ Men's, women's shoes. Athina P & S Sima, 55 Tsimiski St., Thessaloniki. I.R.-13.

Italy

Italian-made footwear, wearing apparel. R. Schenk & Co., S.R.L., 2 Via Venezia, Florence. WTD 12/6/62.

★★ Manufacturer seeks U.S. agent for ladies' shoes, bags. Calzaturificio Mamar, Via Miano Agnano 219, Miano (Naples). WTD 3/62, I.R. 144.

317 Personal Leather Goods

Spain

★★ Leather coats, jackets, shirts, vests. Manufacturas Carled, San Vicente Martir 5, Zaragoza. I.R.-189.

323 Glass Products

Spain

★★ Glassware. Pablo Vives Ques, Gran Vía Ramón y Cajal 8, Valencia. I.R.-144.

★★ Glasswares. Vicent-Miquel, Barón de Cárcer 48, Valencia. NCIA. I.R.-312.

Sweden

Illumination glass: household, decorative glass, light fixtures. AB Arvid Bohlmarks Lampfabrik, P.O. Box 329, Johanneshov 3. WTD 12/4/62.

325 Structural Clay Products

Italy

★★ Hand-decorated ceramic floor tile, stock or custom made. CE.VI, Via 25 Luglio, Cava dei Tirreni. NCIA. I.R.-43.

★★ Handmade wall, floor tile. Ican Industria Ceramica Artistiche Napoletane, Riviera di Chiaia, 127, Naples. WTD 10/61. I.R.-150.

Japan

Wall tiles, colored trims, unglazed mosaic floor tiles, glazed mosaic tiles. Nagoya Yoko & Co., 117, 2-chome, Higashiyoshinomachi, Higashiku, Nagoya. WTD 3/28/61.

326 Pottery, Related Products

Italy

★★ Ceramics, porcelain. La Pineta, Torre del Greco (Naples). I.R.-156.

★★ Fancy ceramic liquor jugs, vases, lamp bases. Ceramica Di Cunardo, Cunardo Varese. I.R.-107.

328 Cut Stone, Stone Products

Greece

★★ Colored marble in block form. George N. Lazaridis, 39 Ethnikis Aminis, Drama. I.R.-37.

★★ Raw, prepared marble. Fomento De Piedras Y Marmoles S.A., Calle Nuestra Señora del Port 344, Barcelona. I.R.-54.

★★ Marble for use in furniture. Exclusive agency. Carlos Tortosa S.A., Momouar, Alicante. I.R.-161.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Spain

★★ "Hierro oligiste micaceo" for use in treating steel welding electrodes. Penibetica Minera S.A., Covarrubias 28, Madrid. I.R.-251.

330 Primary Metal Industry Products

Spain

★★ Copper filaments, wire, lead ore, nickel drosses. Ruperto Busto, Paris 143, Barcelona. WTD 9/21/59. I.R.-34.★

344 Fabricated Structural Metal Products

Spain

★★ Wrought iron furniture, household articles. Omedes De Cataluña. Diputación 257, Barcelona. NCIA. I.R.-419.

348 Fabricated Wire Products

Spain

★★ Metal frames for ladies' handbags. Agency. Galvastamp, S.A., Calle Entenza 90, Barcelona. I.R.-51.

★★ Iron works of art. Distributor. Agustin Forner Girona, José Antonio 3 y 5 Burriana (Valencia). I.R.-146.★

★★ Steel cables. Trenzas Y Cables De Acero S.A., Paseo de Gracia 7, Barcelona I.R.-272.★

352 Farm Machinery, Equipment

Greece

★★ Agricultural machinery. Ioackim G. Tsaligopoulos, 17 rue Valaoritou, Thessaloniki. I.R.-16.

353 Mining Equipment

Ireland

Plant, machinery, vehicles, equipment stores, materials of St. Patrick's Mines, Ltd., Avoca, Co. Wicklow, to be auctioned off Jan. 29, 30 at Avoca Mines by Daniel Morrissey & Sons, Ltd., Merrion Bldg., Lower Merrion St., Dublin. Equipment comparatively new—purchased between 1956 and 1960. Notices of sale available on loan from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.★

354 Metalworking Machinery

Spain

★★ Machine tools. Agency or distributor. Talleres Jorda S.A., Ave. Cataluna 35-37, Zaragoza. I.R.-264.★

★★ Carbide tools, dies for wire industry, Distributor. Industrias Bonastre, S.A., Consejo de Ciento 411, Barcelona. I.R.-282.

★★ Machinery used to manufacture metal products such as lamps, lighting fixtures, costume jewelry, light iron products. Ibero Metalurgica S.A., Junqueras 16, Barcelona. WTD 8/16/57. I.R.-420.

355 Special Industry Machinery

Greece

★★ Small flour millery machinery. Filopimin J. Sotiriadis, 19 Dodecanissou St. Thessaloniki. I.R.-152.

Italy

★★ Automatic transfer machines for manufacturers of 1/12 hp. electric motors, similar electromechanical equipment. OEB Officine Ettore Buralli S.R.L., Via Rosolino Pilo, 10-12, Florence. I.R.-49.

★★ Manufacturer of engraving, duplicating, copying, milling machines seeks U.S. distributor. Meccaniche Arrigo Pecchioli, Via Scandicci 221, Florence. I.R.-62.★

★★ Vacuum thermo-forming machines for plastics; fully automatic, semiautomatic, manually operated. Vacuum Thermoforming, Via Stephenson 135, Milan. I.R.-74.★

Spain

★★ Coffee machines. Halcrem S.A., Conde Borrell 209-11, Barcelona. NCIA. I.R.-434.★

358 Service Industry Machines

Italy

★★ Refrigerated bins for retail stores for fruit, dairy products. Pontiac Refrigerating Co., Via Pontina, Km. 42,800, Aprilia (Latina). NCIA. I.R.-21.

359 Miscellaneous Machinery

Italy

Nondestructive inspecting magnetic machines for ferrous materials. Giraudi, Industria Elettromeccanica, Societa A.R.L., Cisano Bergamasco. WTD 6/20/61. Brochures available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25. D.C.

363 Household Appliances

Spain

★★ Iron lamps of all types. Tomas Vallcorba, Velia 72, Barcelona. I.R.-59.

364 Electric Lighting, Wiring Equipment

Spain

★★ Extension, O.E.M. requisites of attachment cords. Agency. Electronia S.A., Aragón 241-43, Barcelona. I.R.-294.

381 Engineering, Laboratory, Scientific, Research Instruments

Italy

★★ 35 mm. slides, filmstrips, with or without recording of European scenes covering subjects of educational, advertising nature, custom subjects available. Scala, Istituto Fotografico Editoriale, Via Ponte alle Mosse 138, Florence. I.R.-67.★

Sweden

Laboratory apparatus for paper, cellulose. AB C.J. Wennbergs Mekaniska Verkstad, Vikengatan 11, Karlstad 1. WTD 6/21/62.

Vacuum pumps. AB Manus, Norrkoping 6. WTD 6/20/62.

Blood draining, cooling equipment. AB Manus, Norrkoping 6. WTD 6/20/62.

Couplings, pipes for liquid food, chemicals. AB Manus, Norrkoping 6. WTD 6/20/62.

384 Surgical, Medical, Dental Instruments, Supplies

Greece

★★ Surgical hosiery, "hostex" products. Christos I. Economou, "Eso," 34 Valaoritou, Thessaloniki. I.R.-75.

Italy

★★ Industrial gloves. Ilga, 76 Via Isonzo, Ancona. NCIA. I.R.-36.

386 Photographic Equipment, Supplies

Spain

★★ Religious slide films. Central Catequistica Salesiana, Alcalá 142, Madrid. I.R.-376.

391 Jewelry, Silverware, Plated Ware

Spain

★★ Artistic metalware in silver; silver plated nickel, copper. Distributor. Raiven, Castello 98, Madrid. I.R.-43.★

★★ Fine jewlery. Direct import or reciprocal basis. Arturo Sales Andreu, Boix 7, Valencia. I.R.-286.

★★ Silverplated ware. Plator, Maiquez 64, Madrid. I.R.-303.

★★ Men's jewlery. Hostau, Torrente de las Flores 142, Barcelona. NCIA. I.R.-457.

393 Musical Instruments, Parts

Spain

★★ Musical instruments (reed), reed making raw materials. Roberto Moner Cordomi, Norte 8, Vilascra (Gerona). I.R.-275.

394 Toys; Amusement, Sporting Athletic Goods

Spain

★★ Fishing line floats. Juan Calico, Plaza de las Ollas 9, Barcelona. I.R.-238.

★★ Toy artillery pieces. 6 models. Felix Valenzuela Gracia, Iradier 14 (Sarriá), Barcelona. NCIA. I.R.-131.★

★★ Spanish toys. Pasper, Ramón de Campoamor 5, Valencia. I.R.-160.

★★ Chess, similar games. I.B. Calvete, Doctor Lluch 55, Grao-Valencia. NCIA. I.R.-387.★

★★ Dolls. Creasiones Celsa, Escalante 86, Grao-Valencia. I.R.-409.

★★ Toys, dominoes, dice, mahjong. Vda. E Hija De Pedro Miragall, Padre Rico 21, Valencia. I.R.-412.

396 Costume Jewelry

Italy

★★ Jewlery, cameos. La Pineta, Torre del Greco (Naples). I.R.-156.

Spain

★★ Buttons for women's suits, dresses to order; any color, type. Clara Saenz De Pipaon, San Agustin 2, Madrid. I.R.-174.

★★ General giftwares. Vicent-Maquel, Barón de Cárcer 48, Valencia. NCIA. I.R.-312.

★★ Costume jewelry, cuff links, key rings, tie pins. Manufacturas C-R, Aptdo. 1209, Valencia. NCIA. I.R.-310.

★★ Imitation jewelry. Agency. Fort. Pl Prim 3-Reus (Tarragona). NCIA. I.R.-454.

398 Manufacturing

Spain

★★ Religious articles. Pasper, Ramón de Campoamor 5, Valencia. I.R.-160.

★★ Basketware, ladies' handbags, rush seats, shopping baskets, suitcases, bottleholders. Manufex S.A., Jativa 15, Valencia. WTD 7/21/60. I.R.-149.

★★ Religious statues. Distributor. Arte Moderno-Hijo De Ramon Bretcha, Vilanova 15, Olot (Gerona). NCIA. I.R.-129.

★★ Wine, food products, marble, ceramics, furniture, gift items. Oteiva, Calle Correos 14, Valencia. I.R.-166.

★★ Wood carvings as desired, specialties, furniture, religious articles. Angel Albia Salvador, Calle Viche nº7, Monaspe (Zaragoza). I.R.-187.

★★ Wooden articles in religious field, other sundry wooden household objects, Pedro Fauria Moner, Dr. A. Torrent 1-10, San Hilario Sacalm (Gerona). I.R.-283.

★★ Religious articles. Belloso S.A., Plaza San Bartolomé 3, Valencia. I.R.-295.

★★ Novelties, dolls, gift articles, regional handicraft. Distributor. Ecome, Gran Via Ramón y Gajal 2, Valencia. NCIA. I.R.-325.

★★ Handcrafted products for use on lamps, other articles. Arte-Ferro, Campo de los Martires 4, Sevilla. I.R.-338.

★★ Woodcuts of decorative, religious articles. Manuel Ponce Jimenez, San Benito 3, Sevilla. I.R.-343.

503 Dry Goods, Apparel

Spain

★★ Dolls, umbrellas, ceramics, leather goods, music boxes, toys, sundry novelties. Jose Miguel Alonso Martinez, Lope de Vega 262, Barcelona. NCIA. I.R.-447.

593 Antique Store, Secondhand Store Products

Bolivia

Bolivian silver coins. Luis F. Nino de Guzman R., Lawyer, Grand Hotel, Casilla 357, La Paz.

599 Retail Store Products

Finland

Ornamental glass platters, bowls, ashtrays, advertising gifts with designs to order. Taitolasi, Varikonkatu, Rauma. WTD 11/7/62. Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Japan

Damascene, silver, cultured pearl, semiprecious stone jewelry. Amita Jewelry Corp., Marutamachi-Kawarmachi, Kyoto. WTD 4/6/60. Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Wood carvings. Jethalal Stores, P.O. Box 920, Mobasa. WTD 1/28/60.

Pakistan

Wooden, brass wares, leaf trays, murti ashtrays, paper weights, dry fruit dish, paper cutters, wall decorations, other such daily use products. Windsor & Co., P.O. Box 7261, Saddar, Karachi 3. WTD 10/16/61.

U.A.R. (Alexandria)

Egyptian luxury products, handicrafts such as camel saddles, puffs, copper items, brass items, wooden boxes inlaid with ivory or mother of pearl, leather goods, similar articles. Direct or through agent. Mediterranean Arabian Agency, 68 Nebi Daniel St., Alexandria, P.O. Box 730. WTD 12/7/62.

739 Business Services

Italy

★★ Market research, surveys, business consultation. Economist Intelligence Unit, Ltd.-U.S.A.F., Via Manzoni 12, Milan. I.R.-120.★

★★ Advertising, market research. J. Walter Thompson S.r.l., Via Nomentana 299, Rome. I.R.-9.

Spain

★★ Research work in pharmaceutical, veterinary preparations. S.A.I.N.F.A., Nena Casas 36, Barcelona. NCIA. I.R.-125.

★★ Publicity, market research, assistance in establishing business relations in Spain. Danis, Publicidad Tecnica, Av. Generalisimo Franco 508-10, Barcelona. I.R.-48.★

841 Museums, Art Galleries

Italy

★★ Oil paintings. Centaurus Film, 42 Via Sabazio, Rome. NCIA. I.R.-12.

891 Engineering, Architectural Services

Italy

★★ Architectural services for housing developments. Dott. Luigi Orestano, 27 Via Giacinta Pezzana, Rome. NCIA. I.R.-14.

★★ Business consultant specializing in southern Italy. International Public Relations, 18 Via Ofanto, Rome. NCIA. I.R.-24.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Cyprus

Emilios G. Dracoudes and Sotos E. Hadjisotiriou, representing "Cronos" Machines, Ltd., P.O. Box 299, Famagusta, packers of agricultural products and particularly citrus, potatoes, tomatoes, carrots, peaches, and apples, interested in contacting U.S. manufacturers of **packing machinery** for these products as well as **manufacturers of waxes and preservatives**; also visiting factories engaged in packing of similar merchandise to receive technical information and know-how. Jan. 10 via New York for 1 month; c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1. Itinerary: New York, San Francisco, Orlando, Washington.

England

H. R. Swire, representing L.A.S. Transport Co., Ltd., 1 Green St., London, W.1, interested in contacting any U.S. manufacturers interested in exporting to U.K., with view to extending to them factoring and complete marketing services. Jan. 1 via New York for 3 weeks; British Consulate General, 99 Park Ave., New York, N.Y. Itinerary: New York, Chicago.

G. Hanson, representing Industrial Agencies, Ltd., 26 High St., Haslemere, Surrey, interested in **housewares** and **giftwares** of highest quality. Jan. 6 via New York for 2 weeks; British Consulate General, 99 Park Ave., New York, N.Y. Itinerary: New York, Atlantic City, Chicago.

Charles Graham Irving, representing Dowty Group Services, Ltd., Arle Court, Cheltenham, interested in **aircraft accessories**, of which Dowty Group is Europe's largest manufacturer; also in meeting with Chamber of Commerce, N.Y. Port Authority, and Sing Sing Prison (if possible)—especially interested in prisoners and their welfare after being discharged. Jan. 10 via New York for 5 days; St. Regis Hotel. Fifth Ave & 55th St., New York, N.Y. Itinerary: New York.

Italy

Dr. Sergio Campanini, representing Campanini Ugo & Figli, 4 Piazza Roosevelt, Bologna, interested in **spinning mill**, visiting U.S. companies manufacturing **fire extinguishing sprinklers** and **sprinkling systems**, obtaining manufacturing license from one of them; also **machinery for manufacture of coat wire hangers**. Dec. 26 via New York for 2 weeks; c/o Berg, 6719 N. Leroy, Lincolnwood, Ill. Itinerary: Chicago, New York, other cities as needed.

Jordan

Salim Amin Sinnuqrot, representing Sinnuqrot Stores, Ramallah, interested in **textiles, women's and men's clothing**. Jan. 15 via New York for 6 weeks; c/o Jordan Mission to U.N., 411 E. 53d St., New York, N.Y. Itinerary: New York, Washington, Atlanta, Chicago, Los Angeles.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated November.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Books, Magazines and Periodicals Importers and Dealers—Netherlands.

Builders, Contractors and Engineers—India.

Dry Goods and Clothing Importers and Dealers—Philippines.

Mobile phone equipment wanted for Denmark

Denmark is interested in obtaining specifications and if possible tenders on microwave equipment in the 4,000 or 6,000 mc. bands, capable of 600 or 960 telephone channel operation.

Information on higher frequency or greater capacity is also desired.

The equipment is to be used in connection with a planned mobile telephone system.

It is also interested in similar information on VHF transceivers in the 70-90 mc. band, 250-500 w. for use in the mobile telephone system.

Partially or fully mobile equipment is wanted.

Bidders should communicate by Mar. 15 with the General Directorate of Posts & Telegraphs, Ministry of Public Works, 37 Tietgensgade, Copenhagen V.

Cyprus invites tenders on bakeries, flour mill

Cyprus is inviting tenders until Jan. 13 for supply and installation of 3 fully synchronized and mechanically equipped automatic electrical bakeries, each with a production capacity up to 4,000 kilos of bread daily.

Tenders are also invited until Jan. 31 for supply and installation of a fully equipped flour mill with a production capacity of 100 tons of flour every 24 hours.

Bidders should furnish with their tenders full particulars regarding the type and strength of machinery, details of their make and assembly, building plans, and other relevant data to the Cooperative Central Bank, P.O. Box 243, Nicosia.

Additional information may be obtained from the Commissioner for Cooperative Development, P.O. Box 411, Nicosia.

Australia extends deadline on coal loading installation

Australia has extended the bid deadline from Jan. 7 to Feb. 4 for a coal loading installation, including ship loaders, stockpile equipment, railway marshalling and dumping equipment. (INTERNATIONAL COMMERCE, Oct. 8, p. 90.)

Specifications 62/64 and plans are available from the Maritime Service Board of New South Wales, Circular Quay West, Sydney, N.S.W. (Box 32, G.P.O., Sydney, N.S.W.), for $15.75 a set.

Specifications are also available on a short loan basis from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

Chile invites tenders for paving materials

Chile is inviting bids for 1,500 tons of asphalt cement and 500 tons of cutback, MC-3.

Bids must be forwarded to the Municipalidad de Santiago, Dirección de Pavimentación, Plaza de Armas, Santiago, before Jan. 17.

Tender documents and specifications, in Spanish, may be reviewed in the Building Materials & Construction Industries Division, BDSA, Room 4002, Department of Commerce, Washington 25, D.C.

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Calendar *for international traders*

January

8—Springfield Export Sales Managers Assn. Dinner Meeting, **Springfield, Mass.**

9—Export Trade Seminar, Opening Session (8 weeks), **Jacksonville, Fla.** Sponsors: Jacksonville Chamber of Commerce; Duval County Board of Public Instruction; U.S. Department of Commerce, Jacksonville office.

9—Minnesota World Trade Assn. Annual Bosses' Night Dinner Meeting, Minneapolis Athletic Club, **Minneapolis, Minn.**

10—International Trade Conference held in conjunction with the New York National Motorboat Show, at the New York Coliseum, **New York City** (9:30 a.m.). Sponsor: Boats International.

10—Forecasting Conference of Chamber of Commerce of Greater Philadelphia, **Philadelphia, Pa.** Sponsor: Chamber of Commerce of Greater Philadelphia.

10—International Trade Assn. of New England Dinner Meeting, University Club, **Boston, Mass.**

14—Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

14-15—Businessmen's Consultation on the Philippines Trade Mission. **Seattle, Wash.** Sponsor: U.S. Department of Commerce.

14—Export Trade Seminar, Opening Session (9 weeks), **Pensacola, Fla.** Sponsors: Adult Distributive Education Division, Escambia Board of Public Instruction; Pensacola Port Authority; Pensacola Chamber of Commerce; Industrial Management Assn.; and, U.S. Department of Commerce, Jacksonville Field Office.

15—First Monroe Conference on Exports, **Monroe, Louisiana.** Speaker: The Honorable Charles M. Meriwether, Director, Export - Import Bank of Washington. Sponsors: Northeast Louisiana State College; Louisiana-Mississippi Regional Export Expansion Council; Monroe Chamber of Commerce; Small Business Administration; U.S. Department of Commerce.

15—World Trade Club of Greater Providence Chamber of Commerce Dinner Meeting, **Providence, R.I.**

15—Monthly luncheon meeting of the Cedar Rapids Chamber of Commerce Foreign Trade Bureau. **Cedar Rapids, Iowa.** Topic: Significant Aspects of the Common Market Challenge.

16—Businessmen's Conference on the Philippine Trade Mission. **Portland, Ore.** Sponsor: U.S. Department of Commerce.

16—Export Expansion Seminar, Chicago-Sheraton Hotel, **Chicago, Ill.** Sponsors: Illinois Committee for Trade Expansion and the Regional Export Expansion Committee.

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

21—Foreign Trade Educational Workshop (first of 7 weekly meetings), World Trade Center in New England, **Boston, Mass.** Sponsors: Office of Distributive Education, Boston Public Schools; Associated Industries of Mass.; International Trade Assn. of New England; Greater Boston Chamber of Commerce; Mass. Dept. of Education; New England Regional Export Expansion Council; Retail Trade Board; World Trade Center in New England; Smaller Business Assn. in New England; U.S. Small Business Administration; U.S. Dept. of Commerce.

22—Practical Course in Exporting (first of 7 weekly meetings), Rhode Island College, **Providence, R.I.** Sponsors: Greater Providence Chamber of Commerce; Rhode Island State Department of Education; New England Regional Export Expansion Council; U.S. Dept. of Commerce.

22—Businessmen's Conference of U.S. Trade Mission to Japan; **Cleveland, Ohio.** Sponsor: U.S. Department of Commerce.

23—Businessmen's Consultations, U.S. Trade Missions to The Philippines and Japan, **New Orleans, La.** Sponsors: Export Managers Club of New Orleans, International House, Louisiana-Mississippi Regional Export Expansion Council, Foreign Commerce Committee of the New Orleans Chamber of Commerce, U.S. Department of Commerce.

23—Agricultural-Industry Conference, **Salt Lake City, Utah.** Sponsor: State of Utah.

23-25 — International Engineering Convention, **Boulder, Colo.** Sponsor: University of Colorado.

24—World Trade Club of St. Louis, Inc., Dinner Meeting. Rose and Crown Room, Cheshire Inn, **St. Louis, Mo.**

25—Businessmen's Conference of U.S. Trade Mission to Spain; **Ft. Lauderdale, Fla.** Sponsor: U.S. Department of Commerce.

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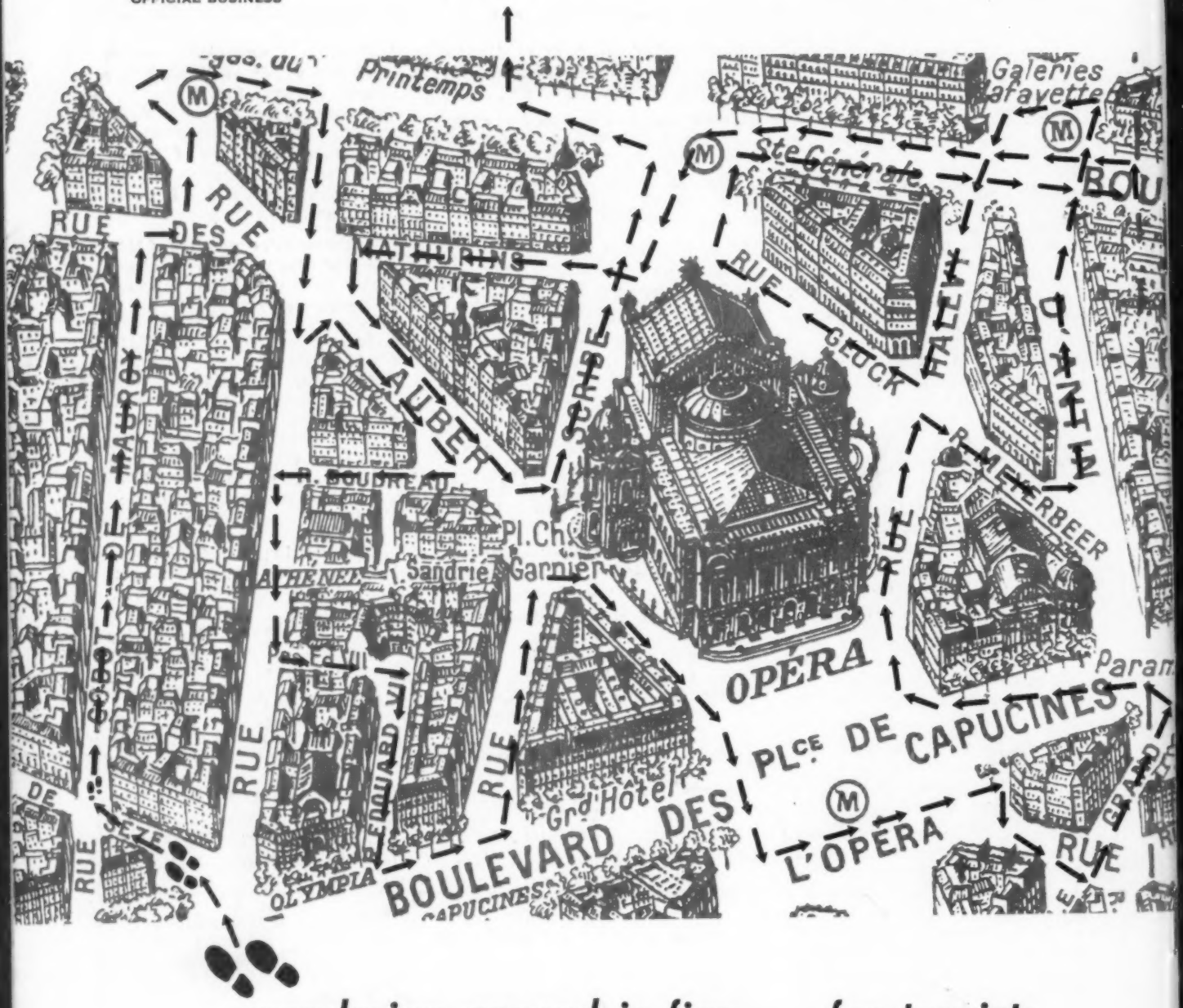

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